CANADIAN
IMPLEMENTS

1908

CANADIAN FARM IMPLEMENTS

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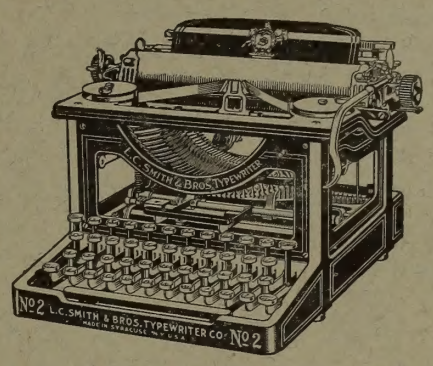

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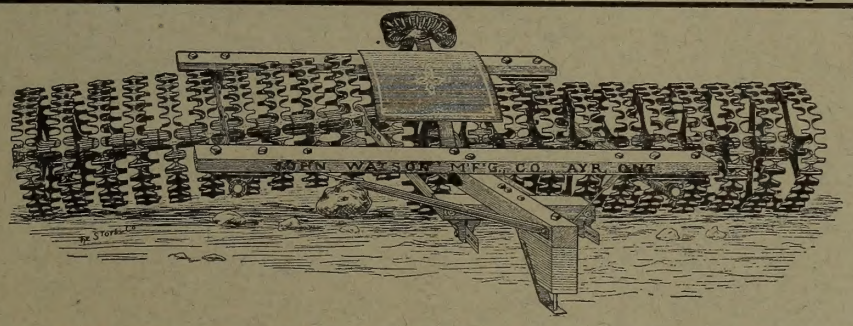

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to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

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In your effort for increased prosperity in 1908 let Cockshutt Drills lead the way. Their durability, accuracy, modern construction, and complete adaptation to Western conditions are well known to the Western farmer. A thorough explanation to the prospective customer of the many distinctive superiorities of Cockshutt Drills

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never fails to sell. They do perfect work, fulfilling every reasonable expectation. Every Cockshutt Drill sent to the farm remains there, and continues to be a living, convincing advertisement to help your trade in the years to come. Besides the unapproached intrinsic merits of the Drill itself, you have the assistance of its long standing reputation, the Company's warranty, and the strong advertising campaign carried on by us in your behalf in the Western agricultural journals.

Select Cockshutt Drills, devote yourself to their sale, and an unprecedentedly successful drill trade will be your reward.

COCKSHUTT PLOW CO., LIMITED,

WINNIPEG REGINA CALGARY.

WILL KEEP YOUR OLD TRADE AND BRING YOU THE NEW.

CANADIAN FARM IMPLEMENTS

Vol. VII, No. 1 WINNIPEG, MAN., JANUARY, 1908. SUBSCRIPTION PRICE } Per Copy, 5c. Per Year, 50c

The Dealer and the Credit Man.

One of the most important positions in any big jobbing business is that of the credit man. It is doubtful if there is any department that requires to be governed so tactfully and yet so forcibly, as the credit end of any business. No man comes into closer relationship with the retailer than the person in charge of such a department, and there is none who can have a greater influence on trade for good or evil than this individual. The relation between the retail merchant and the credit head of the jobbing house is very frequently misunderstood. In almost all cases the dealer is largely to blame. The reason is that he regards the head of the credit department as his natural enemy, employed to turn down orders, drive away trade, or persistently embarrass him with senseless inquiries regarding his financial affairs. As a matter of fact, and of experience, there is no person with whom the retailer should be on better terms than the credit man, and, when properly recognized, such a department will fully warrant the confidence of every retail dealer.

Credit is based on the supposed ability of the debtor to pay in money for the goods which he bought on time. It is governed by the honesty of the buyer, his merits as a business man, and his financial resources. In large jobbing houses where enormous credits are allowed, it is essential that there be a department to decide on the credit qualifications of every buyer. Were it otherwise many businesses would go into the bankruptcy courts in a remarkably short time. It is the opinion of many retailers that the credit man is continually suspicious of their dealings and that he is never in a position to be on friendly terms with them. This is a great mistake. As a rule, one of the best friends any retailer can have is the credit man in the jobbing house with which he does business. The dealer's interests and those of the credit department are mutual, and by reason of the large business experience in handling credits which the credit man has, he is able to assist the dealer in the management of his affairs.

If a man has no established rating and he is desirous of entering into a business and wants a line of credit from a jobbing house, he is first subjected to the examination of the credit man. If his financial standing is of a doubtful character the interview will be anything but a pleasant half hour. The head of such a department will speedily reach the conclusion as to the reliability of the prospective buyer, and if it does not come up to his requirements such a buyer will be quickly turned down. Every careful retailer recognizes the justice in this action. If this prospective buyer is unable to secure financial assistance from his local bank or from other sources at his home town, he must be prepared to undergo the investigations of every credit department, and if he is unable to show such a position as to warrant his being granted credit he is no more entitled to it than is the farmer who desires goods on time and can give neither satisfactory securities nor get them.

Many dealers who are living close to the bankrupt line make the mistake of not giving the credit man full and complete information regarding their financial condition. If a dealer gets behind in his accounts and is reminded of it by the credit department he is frequently prone to get into a flurry. Flurries, to use a slang expression, cut no ice with the credit man. The latter is just as anxious to justify his faith in the retailer's ability to pay. He is the party responsible for granting the credit, and he is naturally hopeful that every retailer, who secures a bill of goods on time, will meet his obligations when due. In this respect the credit man is just as much interested in the dealer's success as is the dealer himself.

When everything is prosperous and going right and the head of a credit department has to press for settlement it is a reflection on his accuracy of judgment. He practically admits erring in the granting of such extensive credit or in allowing the length of time he did. When a retailer fails to meet his account he must of necessity recognize the fact that his failure to pay falls on the shoulders of the credit man. Every delinquent debtor adds to the burden, because where a dealer has a hundred accounts on his books the jobbing house has thousands and always for vastly larger amounts. It is wise policy for the dealer to cultivate and keep in close touch with the chief of the credit division and to post him accurately from time to time as to the actual standing he enjoys financially.

The Inspiration of Competition.

A writer in a recent issue of Success discusses the important significance of competition in the business world. It is, he points out, an incentive to the business man to conquer all obstacles and attain the greatest possible success.

Just as the keeper of a lighthouse is likely to think the world a very wet and lonesome place, just so are we all to prone to view things through the narrow slits of our own business visions. We are too prone to look downward, and backward—at our own struggle-stepped paths and hard-won accomplishments; instead of upward and forward—at the open opportunities a willing future invites to win.

And so it is that we are likely to shudder in apprehension at the merest hearsay rumor of coming competition. So it is that we are wont to look on the newcomer in our field as a hideous monster, about to crowd us from our vantage points, threatening to throttle our hopes and thwart our plans.

Let us unbend for a moment, from our cramping tasks—let us take our tied eyes from their monotonous strain, and let us look competition squarely in the face, without prejudice, without fear. Let us study it, analyze it, classify it.

If it be a power for good, let us learn to avail ourselves of it. If it be a menance, let us learn to meet it bravely.

TWO CLASSES OF COMPETITORS.

Once in this attitude of mind, we find that there are two kinds of competitors; the one who sets out to steal our plans, our experience, our trade; and the other, who unaware perhaps of our very existence, is tempted into the range of competition by the glittering success-opportunities he thinks he sees.

It is of first importance that we resolve each competitor into one or the other of these two classes. If he be of the former class, he may be expected to give us what, for simplicity, we may term unintelligent competition.

Such a competitor is more to be pitied than feared. He will create no profits for himself. He will cost us little of ours.

For the pirate in business cannot hope to succeed. He can copy the things he sees; he can imitate the methods he thinks we employ; but he can find no substitute for the hard-pan experience, no counterfeit for the judgment and stamina that can be had only in the stern school of "Learn to do by Doing."

Success in business lies not in plans, in schemes, or in the mechanism of method. It lies in an established trade. It lies in that genius that built, managed and handled and held that trade.

STUDY COMPETITORS.

But intelligent competition—the competition of men of sense and

standing and capital—how shall we deport ourselves toward that?

Welcome it. Watch it. Profit by it. For intelligent competition will see opportunities that we have failed to see; intelligent competition will invest money in experiments that we have not dared to try; intelligent competition will open up new markets, stir up fresh interest, create new demand. It will unearth new possibilities to our astonished eyes.

And by all this we profit!

Competition must meet the same problems that we have met. If we advertise our products or our wares competition, too, must advertise. If we do not advertise, competition may be able to show us the way. If we have salesmen on the road, so, too, must competition have its salesmen.

And every move it makes is a move worth watching.

But our "market"—what shall become of our market when it is cut up into small bits by competition?

That is our dread of competition—our dread before we have learned that market knows no limits, save the limits of human demand; and human demand may be doubled, almost, overnight.

When we look at our slender lists of customers, and see the scattering names that we have gathered into our ledgers through years of effort, it seems that competition must surely be a dread and dangerous thing. But when we look at the market that is yet to be won, at the customers that might, and may, be ours; and when we consider that intelligent competition, if it is to succeed, itself, must open up new markets, must find new avenues of trade, by which we, too, may profit; when we see that competition will broaden our fields and increase our profits.

DEVELOPS THE INDIVIDUAL.

But competition is not alone a maker of market—it is a maker of men. Competition will keep us, as individuals, from lulling ourselves to sleep with pleasant dreams of easy wealth,—dreams that close our eyes to to-day's work with alluring pictures of to-morrow.

Competition will harry our sense of contentment, and put action in our limbs and strength in our arms and alertness in our minds. It will make us do things with a spirit that nothing else but competition could inspire.

The rosy goal of ambition isn't half so effective a spur as the pointed goad of competition. Which do you suppose a jockey in a horse race is thinking of, as he turns the last quarter post—the $400 purse that is his, if he wins, or the fact that he can feel the hot breath of the panting animal at his side which threatens to rob him of the glory of the race?

What do you think that hustling corner merchant puts into his work that makes him win—the abstract thought that he must please his customers, or the concrete knowledge that his neighbor across the street is straining every nerve to beat him?

Which do you suppose is the greater incentive to invention—the idealistic dream of improvement, or the cold, hard fact that there is a competitor to outwit?

What is it that makes men unloose their belts and shower their fullest energies on their tasks, what is it that makes over-time a willing service—the flowery beds of commercial ease, or the snap and crack of the competitor's whip?

Truly, our competitor is a better guide and adviser than our friends! He sees our weaknesses, to which our friends, in their nearness, are blind. He sneers openly at our faults when our friends preserve a well-meant but unjust silence.

Even while the shallow praises of our friends fill our ears, we hear the chortle of competition.

And when head-long impulse threatens to drag us into entanglements, it is the thought of competition that keeps us careful and saves us from foolishness.

Does personal vanity tempt us to erect an extravagant and needless plant? Competition cautions us to go slowly—we may need our reserve capital to meet its onslaught.

Are we dozing off into the slumberland of "letting well enough alone?" Competition will wake us up and enable us to shake off the sleep of business death.

New Steel Box Car.

There has recently been turned out of a large railway shop at Omaha, Neb., a steel box car, which represents a marked advance in box car construction. This car is of 100,000 pounds capacity, and has been constructed with the remarkably light weight of 38,050 pounds.

The principle of construction of the American freight car is one of the most antiquated ideas in connection with American railroading. The old-time locomotives and other railroad appliances have given way to the improved apparatus of modern times, the result of a demand for adequate equipment to meet the requirements of the present day traffic. Notwithstanding the advancement made in the construction of railway equipment in general, the wooden box car seems to have been neglected, and its present form of construction shows very little improvement over the ancient style of car.

One of the serious objections to the wooden car is the weakness of the underframing and draft sills under stress of excessive duty when subjected to the pressure of heavy tonnage in the operation of locomotives and long trains, says an exchange. Mechanical experts have concentrated a good deal of attention on a design of underframing which will be capable of withstanding the present service. The new steel box car is believed to be the latest improvement in this direction.

The underframe is composed of one continuous center sill and two side sills, all of which are supported by depressed cross-tie members. The reinforcement offered by the herring-bone construction renders this steel structure practically indestructible.

The draft timbers attached to the center sill on either end of the car are immensely strengthened by diagonal cast steel braces. Thus, in producing this effective method of supporting the draft gear, the inventor has solved one of the difficult problems which confront the wooden car builder in his efforts to overcome the weakness of wooden constructed draft gear. The sides and ends of the car are reinforced and strengthened by diagonal triangular stanchions which prevent damage by reason of the load shifting.

The ordinary severe shocks received in every-day switching of cars will be received, transmitted and cared for by the large and solded steel member—the center sill—and eye beam section of 42 pounds in weight per foot and a depth of cross section of 15 inches, and on account of the simplicity of this important member, the deterioration incident to continued services will be reduced to a minimum.

In case of extraordinary shock (in emergency application of the air brake, or in striking an obstruction on the track,) the strain will be received through the coupler as usual, but will be distributed cared for and absorbed by the entire area section of the entire car body—not only the center and side sills, but the car besides, flooring, roofing, and all will resist and support each other in withstanding and resisting the force of impact.

Expropriation Rampant.

"If there is work to be done essential to the public interest, but which the community at the time lacks the means of undertaking, hand it over to private enterprise to be carried out with private capital; when it has been done proclaim the sacred supremacy of public ownership and expropriate the work." Such seems to be the policy into which we are gradually being drawn. There can be no doubt as to the effect on the future application of private capital to public works. The question between private and public ownership is surely one not to be decided by an abstract principle, but in accordance with the circumstances of each case, and with due regard for commercial justice. Private management under a compact with the public properly framed and duly enforced, may be just as good as management by public officials. "The public" is a high-sounding title, but practically it means those who for the time have got public power or influence into their hands. Public ownership in England has proved, to say the least, not so decided a success as to warrant indiscriminate adoption. About the policy of respecting the rule of fair dealing in all cases, public or private, there can be no difference of opinion." Such is the opinion expressed by Prof. Goldwin Smith in the Weekly Sun. Its truth is unmistakably clear.

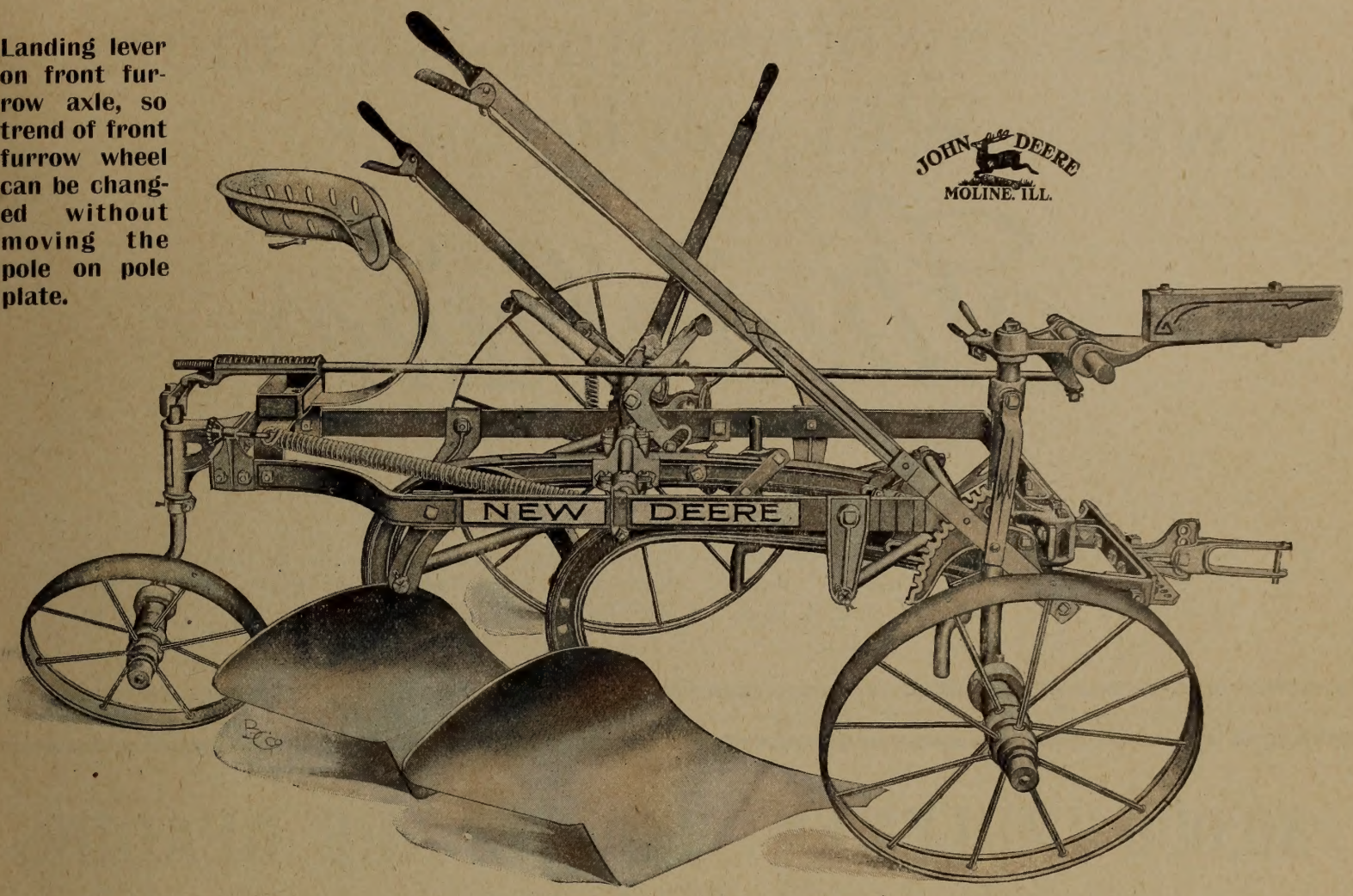
Your Catalogue, Please.

Again we would remind manufacturers that when they commence the distribution of their catalogues, etc., we would appreciate it if they would forward us copies. We try to keep a reference file of all publications sent us, and in order to keep it up-to-date we are anxous to get all the latest issues of the various lists. Calendars, too, are most acceptable, as it gives us an opportunity to gauge popular fancy in this direction.

The NEW DEERE GANG PLOW

Equipped with both Foot Lift and Hand Lift

Landing lever on front furrow axle, so trend of front furrow wheel can be changed without moving the pole on pole plate.



SULKY and GANG PLOWS are a specialty with DEERE & COMPANY.

They are the largest manufacturers of these implements in the world.

It is well to remember that plows are the basis of a profitable implement trade.

Plows are the most difficult of all implements to build. Why, does not interest you, but the fact of its being true is of vital importance.

In every town, large or small, there is a **best** dealer. That reputation is valuable no matter what the line of business.

11
GOLD MEDALS
AT THE
JAMESTOWN
EXPOSITION
1907

That **best** dealer makes mouey. His reputation was made by selling the **best** goods—not otherwise.

JOHN DEERE PLOWS have a world-wide reputation, which can only be obtained in one way—by building the best. They have received first prize at every national or international exposition since 1876.

If you are convinced that the **best** business can only be built by selling the **best** goods—then we wish you would write for our catalogue and terms.

VISIT US DURING BONSPIEL.

JOHN DEERE PLOW COMPANY LTD.

Regina **WINNIPEG** **Calgary**

More dealers have made more money selling "Studebakers" than any other line---and more will. Will you be one?

Studebaker

South Bend, Indiana

Some splendid opportunities open for good reliable dealers. Write us for available territory and inducements to "Studebaker" dealers, Studebaker Bros. Mfg. Co., South Bend, Ind.
MENTION THIS ADVERTISEMENT AND THIS PAPER

40,000 IMPLEMENT AGENTS ARE READING

Everybody's Magazine

¶ WHY? Because it is printing a remarkable series of articles, called "THE ROMANCE OF THE REAPER."

¶ This series is written by Herbert N. Casson, author of "The Romance of Steel," and it is the first popular history of the men in the farm implement trade.

¶ Mr. Casson tells the story of the tenacious McCormick, the sagacious Deering, the pugnacious Whiteley and the other great Reaper Kings of America.

¶ He gives, in the February EVERYBODY'S, the first inside history of the Harvester Trust—why it was organized and the men who control it.

¶ These articles are as entertaining to an implement agent as a Horse Show is to a man from Kentucky. And they are full of big facts, too, that will help him in his business.

When "Uncle" Henry Wallace, of Des Moines, read the first article, he wrote the following letter to Mr. Casson:

November 29, 1907.

My Dear Mr. Casson:

I am delighted with your opening article in *Everybody's* You are writing history in the style of romance. The farmer who commences to read this series of articles will not stop until he is through. He will realize that he has been an important factor in the history of civilization, and he can say in the language of old Horace, "of which I am part."

Very truly yours,

HENRY WALLACE.

EVERYBODY'S MAGAZINE is 15 cents on all news-stands, $1.50 a year, on trial 8 months for $1.00.

Address THE RIDGWAY COMPANY, Publishers, Union Square, New York City, N.Y.

In a Receiver's Hands.

About the middle of December the business of J. Thompson & Sons, Beloit, Wis., was placed in the hands of a receiver, and it is stated that the creditors have instituted bankruptcy proceedings. The liabilities of the company are said to be $100,000 and their assets $300,000. The firm have been engaged in the manufacture of a general line of agricultural implements for many years, though during the last two seasons they have almost devoted their entire attention to the construction of gasoline engines, and gas producer plants. They were represented in Western Canada by the Frost & Wood Co., who handled their King Oscar gang plow, and other lines. The plant of the Company was destroyed by fire and flood in March, 1904, and fire again devastated the main plant the following December. Truly this Company have been most unfortunate. The officials have our sincere sympathy.

The McLaughlin Calendar.

Not content with the marvellous success they have achieved in the construction of horse drawn vehicles, the McLaughlin Carriage Co., are ready to invade the automobile world. They recently sent us one of their calendars for the ensuing twelve months, a remembrance which we appreciate. This illustrated one of their handsome carriages, hitched to a spanking team of grey roadsters, meeting one of their "Model A" automobiles on a quiet country road by a pleasant lake. In addition to their desire that each dealer should have a copy of this calendar the company have their automobile catalogue ready for distribution. To our readers this should be a matter of more than ordinary interest. The progressive step taken by the McLaughlin Carriage Co., marks the first Canadian concern making cutters and sleighs, buggies and carriages to enter the field for auto business.

Establish Old Age Pension System.

The old saying, "there is no sentiment in business," is true—but it is becoming more evident every day that many things which were once considered sentiment are now known to be good business policy. With the New Year, Deere & Company, the great plow manufacturers of Moline, Ill., put in force a pension system by which every employee who has been with them twenty years can retire on a life pension at 65 years of age, drawing monthly a certain per cent. of the total wage paid him during the entire length of his service. This pension system is entirely a donation on the part of Deere & Company, as the employees contribute nothing to its support but do have a voice in its management.

Canadian Cordage Co, Officials.

The annual meeting of the Canadian Cordage & Manufacturing Co., of Peterboro Ont., was held a short time ago. The following directors were elected for the ensuing year: R. R. Hall, M.P., J.C. Groendyke, W. H. Meldrum, John Bennett and J. S. Latimer. Following adjournment of the annual meeting the directors met and elected officers as follows: President, R. R. Hall, M.P.; Vice-president and Manager, J. C. Groendyke; Second Vice-president, W. H. Meldrum; and Secretary, E. B. Fowler. It is the intention of this company to push their business to the front as aggressively as possible during 1908.

Special Warning.

We have been requested by the Game Warden for the province of Manitoba to notify all those who have not made a proper return of their Resident Big Game Hunting License to do so at once. The days of grace have almost expired after which prosecutions will be vigorously instituted, and the limit of penalties provided for imposed. It is hoped that all those who have inadvertently overlooked this matter will attend to it immediately.

Latest from Calgary.

The well-known, genial J. P. Minhinnick, General Agent for the Frost & Wood Co., Calgary, might be thought to have gone into the cigar business since the 8th of January. He is still with the old reliable business—selling implements,—although all appearances are to the contrary. The explanation lies in the birth of a son and heir. Henceforth all friends of the trade who have been in the habit of addressing him as "Jack" in the past will address him as "J. P. Minhinnick, Sr." We extend our congratulations.

Line Up Your Arguments.

Reports indicate that the year 1907 was not a brilliant one from the standpoint of those operating mail-order businesses in Western Canada. With the first whispers of a tightness of money their trade commenced to show a falling off, and long before the roar of "financial stringency" had rung throughout the land many of them were seeking means of reducing expenses. Some of these companies have been considerably cramped by the happenings of the last few months, others have been forced to the wall completely, while one has been brought to the attention of the Attorney General of Manitoba, owing to the complaints registered against it with the local daily papers and the police officials by country customers.

During the coming year it will be just as necessary as ever for merchants throughout the West to continue their legitimate efforts to defeat the aims of all mail-order houses, which is to get orders. In a season such as this dealers can drive home the arguments that have appeared frequently in these columns. For example: "What help is the catalogue house giving farmers at this time?" Line up your arguments on this question and pound them in.

Want More Than Memories.

"I return home with nothing but the most pleasant recollections," said the Hon. Rudolphe Lemieux, Canadian Minister of Trade and Commerce, in an interview at Tokio, Japan, on Christmas Day. We trust that this was a diplomatic statement on the part of the Canadian Minister sent to Japan in connection with Japanese immigration into this country, and not one of actual fact. We believe that Westerners generally want some assurances from the Government of Japan that the exodus from that country to this will cease. We hope that the Canadian Government will be satisfied with nothing less.

A husband was being arrainged in court in a suit brought by his wife for cruelty.

"I understand, sir," said the judge, addressing the husband, "that one of the indignities you have showered upon your wife is that you have not spoken to her for three years. Is that so?"

"It is, your Honor," quickly answered the husband.

"Well sir," thundered the judge, "why didn't you speak to her, may I ask?"

"Simply," replied the husband, "because I didn't want to interrupt her."

Annual Gathering of the Winnipeg Wholesale Implement Association.

"A good dinner, a splendid show. Excellent arrangements, fautlessly carried out." Such in a few brief words is a complete history of the annual gathering of the Winnipeg Wholesale Implement Association, held on Thursday, December 19th.

In years gone by it was the custom of this organization to mark the termination of each season by the holding of an annual banquet at some of the up-town hotels or clubs, such event usually taking place the end of January or the begining of February. Owing to the fact that many members were compelled to be out of the city at such time, visiting the factories, etc., the officials of this year decided to try a different method in an endeavor to secure a full attendance.

Accordingly on December 19th, a combination dinner and theatre party was given. There were thirty-six members present out of a possible thirty-nine, and the gathering was generally conceded to be the most successful ever held under the auspices of the organization.

The dinner took place out at Deer Lodge, the home of that Prince of Hosts, H. A. Chadwick, who is also prominently known throughout the West as the popular owner of "Chad's Bear." The Lodge being about five miles from the city a special car was chartered from the Winnipeg Street Railway Co. This the committee in charge had very gaily and handsomely decorated on the inside with flags, bunting, bells, etc., while one end was adorned with a large Christmas tree. On this, and from the roof down the centre of the car, hung scores of little gingerbread men, symbolic of the mirth-provoking musical fantasy, "The Gingerbread Man," occupying the boards at the Walker Theatre, which the membership were to attend in a body later in the evening. An innovation in Winnipeg was an orchestra on a street car, and the six musicians composing this rendered many lively selections both going out and returning on the car, as well as during the meal.

On arrival at their destination many of the members took advantage of Host Chadwick's invitation to inspect his new hostelry, which is conceded to be one of the finest country inns on this continent. After a general tour of the building and a short time spent in conversation dinner was called. The repast served was one which will live in the memories of those present for many a long day. Dainty nothings were entirely eliminated, and a sumptuous, substantial meal served instead. From oysters to coffee and cigars, not forgetting the whole fried chicken served to each individual, there was no stinting of the different courses and everything passed off without a hitch.

At the conclusion of dinner a flashlight photograph was taken of the crowd, who then repaired to the car and were whirled into town to the Walker Theatre, where seats were reserved in the orchestra stalls for the entire party. From the rise of the curtain until its drop at the close every member thoroughly enjoyed the performance of "The Gingerbread Man." The sparkling comedy, the many excellent choruses, and the entire staging of the production rung hearty plaudits from all present. Among the W.W.I.A., men opinion was divided as to the popular member of the performing company. Some favored Old Wise, who, with his little sword wanted to cut down expenses. Others thought the Fairy Queen, in the shape of a big six-foot man, and bald at that, was the real goods, a number were out for the Gingerbread man himself, though not a few were decidedly in favor of

(Continued on Page 10, Col. 1).

Brandon.

Mr. M. J. Best, of the Cockshutt Plow Co., here, was a visitor to Winnipeg during the past four weeks.

Mr. J. E. Ruby, General Manager of the Frost & Wood Co., of Winnipeg, was here on business about two weeks ago.

Mr. James Shirriff, Manager of the Portage Iron Works, of Portage la Prairie, was in town for several days during the past month.

Mr. E. A. Mott, Western Manager of the Cockshutt Plow Co., was in the city the middle part of December in connection with the interests of his company at this point.

Mr. Duncan, of the firm of Cameron & Duncan, of Melita, Man., was in the city about the first of the year. He reports business and collections very backward in the Melita territory.

Mr. F. Waller, Manager of the Sylvester Mfg. Co , of Lindsay, Ont, and formerly of this city, was here a short time ago looking after some affairs for his firm. He called on many old friends during his stay. He certainly seems to be agreeing with the climate of Lindsay.

Mr. George H. Smith, formerly of Smith and Inglis of this place, who withdrew from this company to go into the automobile business last summer has given this up, and is now engaged in the manufacture of Self-stookers for attachment to binders. At present these are being manufactured for him by the Brandon Machine Works Co., but it is understood that the company with which he is connected will open up a factory of their own here.

The Winter Fair Association have had a meeting of their shareholders since my last report. It is their intention to start on a vigorous campaign for the the sale of stock to cover the debt of $16,000 on the building. It is expected that the new building will be entirely completed before the end of the present month. The dates for the Winter Fair are March 11th, 12th, 13th and 14th.

The Cockshutt Plow Co., during the week of January 11th, moved from their quarters on Ninth Street to the premises occupied by the Frost and Wood Co., on Twelfth Street. Here the business of both firms will be conducted in the future under the joint management of Mr. J. C. Inkster and Mr. D. Shirriff, This change is made with a view to reducing expenses and increasing business.

A Handy Seat.

Someone said : "They are public benefactors who do anything, or make anything that tends to relieve humanity of some of its burdens, or who in any way increase the necessaries or comforts of life." Under this broad classification we find the Wawanesa Wagon Seat Co., of Wawanesa, Man., who are manufacturing Lloyd's handy wagon seat, and thereby contributing their share towards greater comforts for drivers of farm wagons and sleighs. It is now about two and a half years since this seat was placed upon the market by the inventor, Mr. B. F. Lloyd, of Wawanesa. In that time its merits have become recognized from one end of the West to the other, while those who hold the rights for construction in the United States are meeting with marvellous success.

Since the formation of the Wawanesa Wagon Seat Co. this article has been pushed more aggressively throughout this territory, and has won its way into popular favor at a remarkable rate. Dealers who have not yet secured the agency for it should write the company immediately for information concerning their product. They will be pleased to furnish catalogues, etc., and to answer all correspondence. Their terms are such as to make the handling of their seat exceedingly remunerative, and the qualities of the article itself are such as to draw trade to it. Write them now.

Annual Convention.

From February 18th to 21st the annual convention of the Manitoba Agricultural Societies, Manitoba Dairymen's Association and Western Horticultural Society will be held at the Manitoba Agricultural College in this city. At the same time a grain exhibit will take place as well as a short course for farmers in the judging of farm crops, horses, cattle, sheep and swine.

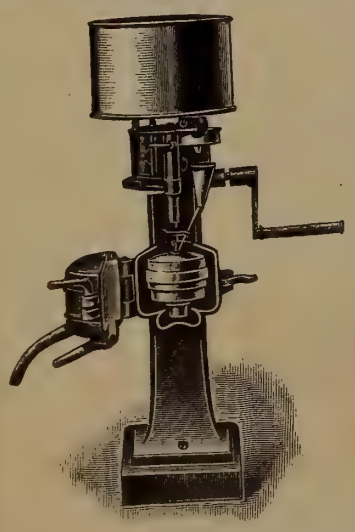
The programme announces that the first lecture or demonstration will begin at 9 o'clock on the morning of Tuesday, February 18th, and the last on the afternoon of Friday, the 21st, Special railway rates, (single fare for the return trip,) will be good for one week. Those in charge are desirous that as much publicity as possible be given to these meetings, especially among the farmers of the country. Dealers are invited to extend their co-operation.

Don't Hesitate.

A short time ago a well-known member of the local cream separator trade gave us a call. In the course of conversation our talk drifted to the subject of mixed farming and its advantages during such a year as was 1907. He said : "If all the implement dealers of Western Canada could be brought to see the manifold advantages of diversified farming and could be induced to lend their aid and co-operation towards getting the farmers of the West to take it up and give it a thorough trial, I am satisfied that a revolution would be brought about in agricultural methods that would be of incalculable value to the people of the great prairie provinces."

Since the commencement of the twentieth century there has been a growing inclination to mixed farming in this country, especially in the older parts. Year by year agricultural lecturers and the agricultural press are drumming the

MELOTTE CREAM SEPARATORS



Quality tells long after Price is forgotten. The extreme durability of the Melotte is its greatest selling feature. The materials employed are the finest, whilst the workmanship is the highest. Write to us to-day for full particulars.

Melotte Cream Separator Co. Ltd.

W. ANTLIFF, Manager.

WINNIPEG CALGARY

Agents for Ideal Gasoline Engines.

RIGHT NOW!

THERE NEVER WAS A BETTER TIME

than "Right Now" to prove to your customers *just* how much money they are losing every day they put off getting a reliable labor-saving, money-making

U.S. CREAM SEPARATOR

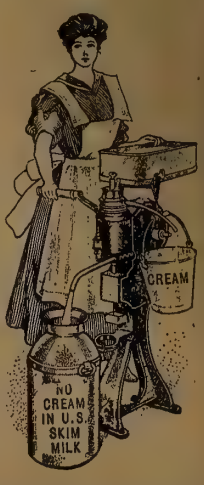
To skim their milk, because the U.S. takes out ALL the cream—remember, it still holds the World's Record for closest separation.

And there never was an easier time for farmers everywhere to buy a U.S. Butter prices are uuusually high and promise higher—demand unsatisfied. In many places a U.S. will easily repay its price before summer comes again.

Uncertain profits from field harvests make it all the more necessary to take advantage of the big profits the U.S. makes in that all-the-year-round harvest—the dairy.

The U.S. has been on the market over sixteen years. It has been proved RELIABLE above all others for clean skimming and lasting qualities. It's the Separator that satisfies—sells easy, stays sold.

Write us for terms, or let us know when convenient for our representative to call. Better drop us a card anyway—**why not—RIGHT NOW ?**



Vermont Farm Machine Co.,

(Incorporated 1873)

BELLOWS FALLS VERMONT, U.S.A.

Canadian shipments made from our warehouses at Sherbrooke, Hamilton, Calgary and Winnipeg, but correspondence shonld be addressed to our Head Office, Bellows Falls, Vt.

merits of this system into the minds of the people and their efforts are not in vain. The work goes steadily on and it is safe to predict that even more remarkable strides will be made in this direction during the course of the next decade than has been made in the past.

Dealers should welcome the advent of diversified farming, because it means better business all the year round. Some may contend that it will mean the reduction of sales of certain lines, but it must not be forgotten that this condition will be offset by sales of other articles not used at the present time. Every up-to-date implement man will be compelled to carry a larger and more varied line, with the sequence that the business will be placed on an infinitely better basis.

The cream separator is proving a mighty factor towards bringing about the condition of which we are speaking. For that reason we have argued and will continue to argue that no dealer should be without the agency for a high grade machine. Not only will such give added strength to the line he handles but it will bring more business, and it is something that can be successfully pushed at all times of the year.

With the opening of 1908 there are some of our readers still debating the advisability of handling a hand cream separator. Now is the time for action. Prompt, decisive action. Those interested in this proposition but doubtful concerning its possibilities need have little fear on that score. If there are dairy cows in yonr district and any opportunity to dispose of machines don't hesitate about getting into the game.

A Reasonable Inference.

A little girl's papa had been very ill with appendicitis and had lain for many days in the darkened room after the doctors had come and removed his appendix. The little girl had been told to be very quiet and very good, with the promise that she should go in to see her papa at the earliest possible moment. At last she was permitted a brief interview. She stood perfectly still gazing at her father with loving eyes. but when the nurse came to take her away she held back a moment.

"Haven't I been very quiet, Papa,"

"Yes," whispered the fond parent.

"And havn't I been very good?"

Her father admitted it.

"Then won't you do me a favor, Papa?"

"Certainly. What is it, my child?"

"Let me see the baby."

Lower Twine Prices Likely.

Though some months must yet pass before the seed is sown in anticipation of the future crop, and harvest is yet, at least, eight months away there is some little speculation in binder twine circles concerning prices for the coming season.

At the present writing all exchanges speak of the market being in a dull, almost stagnant, condition. Manufacturers have not yet announced prices for 1908, and a general uneasiness appears to per vade the whole situation. There are several reasons assigned for this state, as follows: a drooping market for raw materials, the demoralized condition of the business world due to the financial stringency of the past few months, the small sales of twine last year, consequently the larger stocks on hand, and the reduced acreage of winter wheat reported in the ground at the present time.

Since this time last year there has been a general decline in all lines of raw materials. Sisal fibre prices are now down to a point that they have not reached since the first of January, 1897, while Manila fibre is lower than at any time since January 1st, 1899. The Cordage Trade Journal says that twine prices will be lower, but how much lower is the riddle that members of the trade are anxious to solve. This publication goes on to say that those who expect ver low prices to rule on binder twine this year are apt to be disappointed. Its correspondents report that the stocks of binder twine carried at the different jobbing centres are in most cases about what they are an average year, with the exception of those in the Northwest, where they are said to be larger, considerably larger, than they were at this time last year. Dealers are reported backward in placing orders with travellers, and are reluctant about obligating themselves for any large amount.

"God reigns; the world still lives and the sun still shines, even though the clouds obscure it."

De Laval Separators

Beautiful in design.
Perfect in construction.
Everlasting in daily use.

In warehouse or dairy add prestige and profit.

Sold on the guarantee of unqualified superiority.

The De Laval Separator Co.
14-16 Princess Street,
WINNIPEG
Montreal Vancouver

Sold only through dealers

Omega Separator

The Separator That Makes Good and Stays Sold

You are interested above everything else in furnishing a separator to your customers that will work so well that yo will never hear from it again.

Dealers who handle the Omega are never troubled wit complaints.

Because it is so simple and so perfectly built, even inexperienced users have no trouble to "make it work."

The Omega has every other separator beaten on their talking points of clean skimming, easy cleaning and easy turning.

And no other separator compares with it in the ease with which you can take it apart and put together—stop bowl, take apart, clean and replace in three minutes.

No kit of tools needed, only a wrench.

Bowl has bearing both above and below.

Bowl drains itself, both milk and cream delivered at bottom.

Many Omegas have been working over fifteen years, and they are going all right yet.

***REMEMBER*—Sold only to Dealers.** Write for our proposition.

The Omega Separator Co., Lansing, Mich. John Deere Plow Company, Ltd. Winnipeg, Regina, Calgary.

awarding the honors to dainty little Margery Daw. However, we must admit that the Fairy Queen won the most laughs, and that must be taken as the most trustworthy indication of approbation.

Mr. C. H. Whitaker, President of the Association, presided at the gathering and was exceedingly well pleased with the large turnout. To his suggestions must be credited many of the innovations, and his notification to the members was responsible for the entire absence of anything bordering on formality. Mr. Ed. Heath, Chairman of the Entertainment Committee, and his co-workers, Mr. S. S. Bean, and Mr. Z. K Carson, received much praise for the efficient manner in which they had looked after all arrangements and attended to the hundred-and-one little details incident to such a function.

The following are the names of the gentlemen who were present, together with the names of the companies they represented:

C. H. Whitaker, Massey-Harris Co.; L. Hartshorne, American-Abell E. & T. Co.; R. McKenzie, McLaughlin Carriage Co.; Z. K. Carson, Parlin & Orendorff Canadian Plow Co.; J. A. Acheson, Balfour Implement Co.; C. S. Tyrrell, Well Machine & Windmill Co.; Geo. Fairbairn, Joseph Maw & Co.; Ed. S. Strachan, John Watson Mfg. Co.; J. Schiedel, Waterloo Mfg. Co.; J. Stevens, Joh - Stevens Co.; H. A. Anderson, Tudhope-Anderson & Co.; S. S. Bean, American Seeding-Machine Co.; J. Pickles, Paris Plow Co.; J. Turnbull, Sawyer & Massey Co.; C. D. Kimble, Parsons Hawkeye Co.; J. W. Bell, B. Bell & Sons Co.; J. M. Reid, Ontario Wind Engine & Pump Co.; J. J. Bugee, Canadian Moline Plow Co.; J. E. Ruby, Frost & Wood Co.; E. A. Mott, Cockshutt Plow Co.; A. C. McRae, Thos. Bell, Robert Bell E. & T. Co.; W. Antliff, Melotte Separator Co.; H. W. Hutchinson, Fairchild Co.; M. J. Rodney, International Harvester Co.; J. Balfour, Balfour Implement Co.; G. E. Carpenter, Winnipeg Shippers' & Jobbers' Association; Ed. Cahill, Wm. Gray & Sons Co.; I. C. Nelson, Stewart-Nelson Co.; J. M. Docker, Gaar-Scott Co.; F. D. Blakely, Canadian Farm Implements; C. W. Esmond, Nor'-West Farmer; E. Heath, Canadian Thresherman & Farmer, C. Weld, Farmer's Advocate, and Thos. W. Learie, Secretary.

Appoint Sales Manager.

Shortly before the first of the year Mr. C. W. Northcott, who was for ten years connected with the Ontario Wind Engine & Pump Co., both in their factory at Toronto and subsequently with their Western Office here, and who has been engaged in the hardware business at Calgary, Alta., joined the staff of the Manitoba Windmill & Pump Co., of Brandon, Man., as Sales Manager. This appointment has been necessitated by the rapidly developing business of this concern, and in view of the fact that it is their intention to go after the business even more aggressively in the future than in the past. The new appointee will give special notice to the travelling staff, while having general supervision of sales, and trade with local dealers.

MR. C. W. NORTHCOTT.

Mr. Northcott is yet a young man, being born in Durham County, Ontario, in 1882. When he was four years of age his parents moved to Markham, where he received his education in the High School. In 1898 he joined the office staff of the Ontario Wind Engine & Pump Co., Toronto, and remained there, with the exception of a few months which he spent travelling for them, until they opened their branch in Winnipeg in 1904, when he was appointed here as accountant. This position he held until December of 1906, when he left to engage in the hardware business at Calgary, which business he has sold out his interest in to become affiliated with the makers of the Manitoba Line.

In view of the future possibilities of this business throughout the West and the preparations the Manitoba people are making to handle it we are satisfied that Mr. G. F. Williamson, the hustling general manager of the company, has made no mistake in adding the personality and ability of Mr. Northcott to his force, and we wish the latter every success in his new endeavors.

On February 1st Mr. J. M. Docker, who has been in charge of the business of the Gaar Scott Co. here for the past two years will sever his connection with that company to join the staff of the Waterloo Mfg. Co. Mr. Docker will be succeeded by Mr. H. Cutler, who has been representing the Gaar-Scott Co., at Fargo, N.D.

Opportune Time for Changes.

The National Wagon Manufacturers Association held their Annual Meeting December 17-18-19, at Chicago. The election of officers for the ensuing year resulted as follows:

President, Richard Carpenter; 1st Vice-President, B. M. Blount; 2nd Vice-President, H. F. Fellows; Chairman Executive Committee, H. M. Kinney; Treasurer, W. Schuttler; Secretary E. W. Mc Cullough.

The meeting was very largely attended because of the complex character of the material, labor, and other manufacturing problems now confronting this and other lines.

The efforts of the Association in reducing the dimensions in the rough of the many items of wood materials to standards, and the adoption of grading and inspection rules for wagonstock this year have been particularly successful and will aid in securing a greater supply and better quality.

Like most lines allied to the implement trade, the currency stringency checked the wagon trade temporarily, but as it came after the heavy shipments for the year had gone forward, no heavy stocks on hand were reported. Wth many concerns, in November or December occur inventory periods, during which factories are shut down for repairs, so that manufacturers in this line seem to be less affected than others by this pause in business.

Business was reported gradually returning to normal conditions, and with the hauling off of farm products, which has now commenced, factory operations will undoubtedly continue as usual.

The question of selling terms, which has been under consideration for some time, received special attention, resulting in the conclusion that certain reasonable curtailments of the extremes to which terms have gone in some territory were inevitable and should be made for the mutual good of manufacturer, jobber and dealer.

Considering that all materials used by the wagon manufacturer are bought for cash, and that the largest item of his materials is hardwoods, bought green, carried years for seasoning, this business requiring the employment of a larger amount of capital than any other line going to the implement trade, the terms on which wagons are sold have been a source of wonder to most manufacturing lines and that changes would have to be made has been known for some time.

As the implement and allied lines are now undergoing certain necessary changes in terms, it is certainly opportune that such changes be made also in the retail trade at the same time, it being simply a step in economic progress beneficial to all.

The Manitoba Line Agency

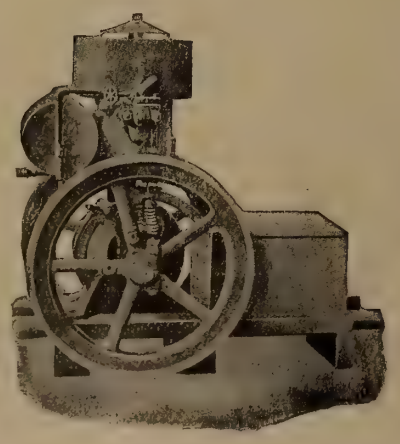
Brings Profit to the Dealer.

In making 1908 contracts remember that Manitoba Windmills are the most scientifically constructed in the world. Compression grease cups. Interchangeable bronze bearings. Reversible one-piece pitman. The right combination for a long life. Our windmills have larger gearings than any other mill of equal size on the market.

"THE MANITOBA"

Manitoba Gasoline Engines

are admitted power perfection. No water tanks to freeze up. No gasoline pumps to get out of order. All anti-friction babbit bearings. Perfect yet simple lubrication.



Write for catalogues, prices and terms and remember we protect the trade.

The Manitoba Windmill and Pump Co.,

BOX 301 **Brandon.** BOX 301

MOLINE PLOW COMPANY

MOLINE, ILLINOIS

Makers of **The Famous Moline Plows and Other Flying Dutchman Farm Tools.**
Henney Buggies. Mandt Wagons and Bob Sleighs.
Light Running National Manure Spreader.
Jobbers of Success Grain Drills and Success Hay Tools.

BRANCH HOUSES:

Kansas Moline Plow Co - Kansas City, Mo.
Nebraska Moline Plow Co. - Omaha, Neb.
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Texas Moline Plow Co. - - Dallas, Texas
Missouri Moline Plow Co. - - St. Louis, Mo.
California Moline Plow Co. - Stockton, Cal.
Western Moline Plow Co., Salt Lake City, Utah
Colorado Moline Plow Co. - Denver, Colorado
Southern Moline Plow Co. - New Orleans, La.
Oklahoma Moline Plow Co., Oklahoma City, Okla
Dakota Moline Plow Co. - Sioux Falls, S. D.
Oregon Moline Plow Co. - - Portland, Oregon

CANADIAN MOLINE PLOW COMPANY Winnipeg, Man.

DEALERS DEMAND PROTECTION AND WE GUARANTEE IT.

"Hero" Grain Separators

are sold to the Trade only.

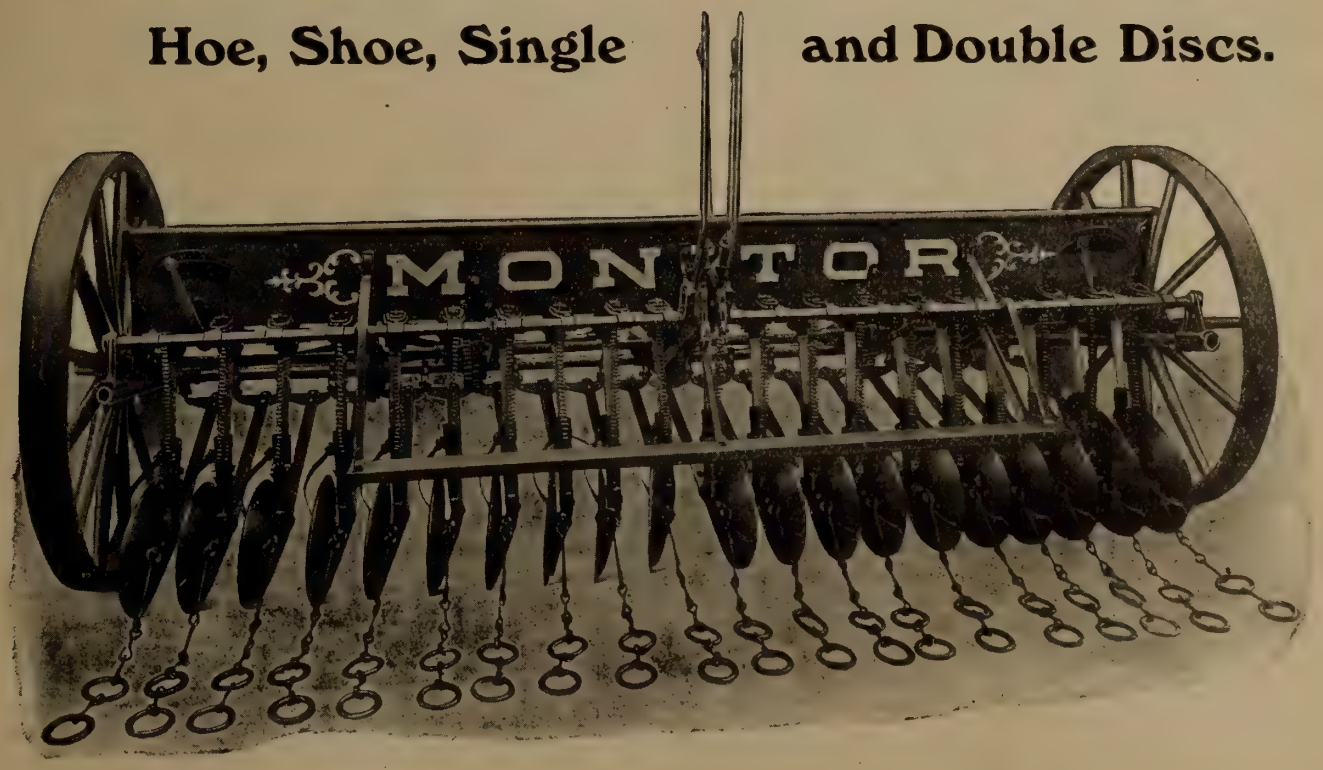
The "Hero" is the best grain separator on the market.
It excels in thoroughness of work and cleans oats from wheat perfectly.
Every machine is built of the best materials we can procure.
No other cleaner can compare with the "Hero" for reliability and efficiency.
It gives satisfaction to every user and brings new business to every seller.
If you want the grain separator trade of your district handle the "Hero."
Remember we protect you and give you the best machine of its kind offered the public.

Catalogues and full information on request.

HERO MANUFACTURING CO. Ltd., Winnipeg

MONITOR DRILLS

Hoe, Shoe, Single and Double Discs.



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MADE to wear right.

MADE to please the farmer.

MADE to get the **BUSINESS** for the dealer

The latest improvements are illustrated in our latest catalogue No. 62. Ask for it of

JOHN DEERE PLOW COMPANY, LIMITED, WINNIPEG, REGINA, CALGARY **Canada**

Or **MONITOR DRILL CO.,** Minneapolis, Minn

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published Monthly by
Canadian Farm Implements, Ltd.
F. D. BLAKELY, Manager
901-2 UNION BANK BUILDING,
WINNIPEG, - - CANADA
Telephone 518

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solicited from dealers, jobbers, general agents, travelling salesmen, manufacturers and others, on matters pertinent to the agricultural implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign name. This paper reserves the right to edit all matter submitted but does not undertake to endorse opinions expressed in its correspondence columns.

Member Western Canada Press Association.

Entered in Post Office at Winnipeg as second class matter.

WINNIPEG, CANADA

JANUARY, 1908.

Governments Should Aid in The Securing of Seed.

There is a growing apprehension throughout the prairie provinces concerning seed for the crop of 1908. Especially is this the case in respect of seed oats. In the results of the germination tests conducted by the Dominion Seed Branch we find substantial and unrefutable evidence that the quality of wheat and oats being held for seeding purposes is more or less impaired, indicating that increased quantities will require to be sown in order to insure a full crop.

As regards wheat the condition is serious, but not nearly so serious as in the case of oats. Samples of wheat of low grade have shown a greater or lesser germinating power, while some of the finest samples of oats, supposed to be of the highest quality, have returned an excedingly small percentage of vitality when subjected to the germination test. From our own observations we are convinced that every farmer who has seed for next season should not put it in the ground without thoroughly testing it as to powers of producing. It is eminently better to be safe than sorry.

Not only is the seed question a serious one, but there is a phase of the situation that renders it infinitely more so. We refer to those farmers who have neither the seed nor the necessary wherewithal to purchase it. In many sections the weather conditions, etc., last year completely ruined their crops from the standpoint of seed for the coming season. This condition was not confined to any particular province. It existed to a considerable extent in Manitoba, through many districts in Saskatchewan and likewise in Alberta. Under such circumstances the question assumes momentous importance to the country at large as well as to our farmers.

It is our opinion that the help of the governments of the three prairie provinces is necessitated in order that some definite working plan may be adopted and set in motion towards a solution of the problem involved. On the statute books of Manitoba there is an act governing just such a condition as outlined above, and, if there is not, there should be a similar enactment by the legislatures of the two more westerly provinces.

By the Manitoba Act the machinery is set in motion under the supervision and direction of the Municipal Commissioner. He is empowered to borrow money from the Treasury, and to furnish it to clerks of municipalities making application for same, upon their being requisitioned to do so by a certain number of farmers in the municipality. This money the clerk distributes among those making application according to the amounts desired. As security the clerk of the municipality takes the farmers' notes for the amounts advanced, and, under the Act, these registered notes become a lien against the farmers' holdings, and are collected with the minimum of expense and trouble. In this way farmers who would be unable to secure seed are helped to overcome the difficulty.

While we have not seen anything in any other publication bearing on this subject, and consider that it is a matter that should be taken up and vigorously pushed by our agricultural journals, Canadian Farm Implements believes that the conditions this year warrant the foregoing procedure being adopted by the different Provinces. Perhaps the Dominion Government could be induced to co-operate and lend their assistance but whether they do or not it is imperative that the Provincial Government take the necessary steps towards helping the farmers. Further, if the work is to be done and done properly, it must be done quickly, There is no time to be wasted.

Our Policy is Publicity.

Are certain classes of trade publications and certain classes of retailers afraid of catalogue house competition? If the situation is carefully surveyed it will be found that there are a number of trade papers and country storekeepers who strongly condemn the policy of mentioning mail-order houses and their methods in any connection whatsoever. When it is remembered that trade publications only go to members of the trade which they undertake to represent, and also that retailers are not, or should not be, patrons of catalogue houses, one is forced to wonder why these people urge that mentioning mail-order houses is simply so much free advertising for these concerns.

A short time ago a certain prominent wholesaler in this city read an article in Canadian Farm Implements on catalogue house methods. On speaking to a representative of this publication, he said: "That is just so much free space donated to the catalogue house." It did not take the newspaperman more than a few minutes to convince him that his contention was wholly wrong, and he was prepared to admit it as soon as shown.

The trade paper that fails to keep its readers posted on the evils that effect their business is losing its mission. Every item, every detail, every report that is authentic in connection with matters affecting the mail-order house and that has a bearing on trade interests, must be, naturally, of considerable value to those conducting retail stores.

As long as we find our readers appreciating the vast influence that the catalogue houses have on business conditions, so long will we continue to show up the methods, purposes, and plans of these organizations. Other publications may do as they like. We shall be governed only by what is bound, in our humble opinion, to result to the benefit of those engaged in retailing farm implements, machinery and vehicles in Western Canada.

Displays of Seasonable Lines at Seed Fairs.

With the next two months a large number of seed fairs will be held throughout the West. The present year should mark a large sale of grain cleaning machinery and for that reason it would be to the advantage and profit of dealers to make exhibits at these different fairs. Not only is the seed fair an institution that merits the support of members of the trade, but as a business proposition it has features not to be overlooked.

Those promoting seed fairs have ever made it a point in the past to give plenty of publicity to their operations, so that the whole neighborhood, in which the event is to take place, is fully acquainted with the fact for weeks in advance. This has the effect of bringing large crowds of farmers into town and then the dealer has an opportunity not excelled at any other season of the year.

Particularly is this the time to push sales of all kinds of grain cleaning and pickling machinery. Plows, drills, and harrows should be brought forward and their superior features expounded. It would undoubtedly, pay to have a small exhibit in the building in which the seed fair is held. When all is said and done, and different methods of display are discussed, the fact still remains that nothing interests a farmer more than a working display of grain cleaning machinery. Therefore, we think, that it would be in the interests of the dealers, providing they could not get space at the place where the grain exhibits are held, if they made a special display in their own warehouses. Practical demonstrations of grain separators and picklers should prove business attracters at all times, but especially when such exhibitions are in progress.

There is another reason why dealers should loyally support and encourage seed fairs. Successful crops always mean a full purse for the farmer, subsequently good collections, and another season of profitable trade for the dealer. One of the best means of insuring grain of first quality and of large yield is by sowing good, pure seed. It is the aim of the seed fairs to make farmers realize this and every dealer should lend his aid to help the movement along.

OFFICERS OF THE JOHN DEERE PLOW CO., LIMITED, WINNIPEG.

WM. BUTTERWORTH,
President,
President of Deere & Co., Moline, Ill.

H. W. HUTCHINSON,
Secretary-Treasurer and General Manager.

C. C. WEBBER,
Vice-President.
President of Deere & Webber Co., Minneapolis, Minn.
Vice-President, Deere & Co., Moline, Ill.

Manitoba Government and the Telephone Purchase.

Among the business men of Manitoba it is generally admitted that there is cause for congratulation in the fact that the Government has been successful in buying out the Bell Telephone Co., in the province. While all will not agree upon the price paid or the terms of the contract, and some will contend that the deal was consummated with undue haste, the fact remains that the Government's action has effectually done away with the possibility of a dual telephone system in this province.

According to the figures of the Chief Engineer, of the Department of Railways, Telegraphs and Telephones for Manitoba, the total value of the plant and business of the Bell Co., exclusive of supplies, was $3,210,098. The sum the Government are paying for the plant and business of the company is $89,902 more than this amount, while they are taking over $100,000 worth of supplies and equipment. At such a small increase over actual value the deal looks good.

Even if the province were paying half a million dollars in excess of the value of the Bell Co.'s business, which they are not, the bargain would still remain a good one from the standpoint of the business men of Manitoba. It cannot be denied that a competitive war between a Government owned system and one backed by private enterprise, already strongly entrenched, would be a most expensive and annoying proposition for the people.

Manitoba has taken a step in this matter a long distance ahead of any other provincial or state government on this continent. The eyes of all are upon her; and her experiment, for so it may be considered at this time, will be watched with growing interest. It will be compulsory upon the Government to maintain and increase the present efficiency of the system, while at the same time $132,000 per annum will have to be made over and above operating expenses, if the interest on the purchase price is to be paid from the earnings each year for forty years, and the system is to become and remain self-supporting.

We believe that some similar arrangement as has been reached by Manitoba should be attempted by the provinces of Saskatchewan and Alberta. The latter is already constructing a Government system. If the business men of that province have to shoulder the expense and humbug of two systems their position is not to be envied. Saskatchewan is seriously contemplating the construction of a Government system. It behooves these provinces to try and reach the same solution as has been attained by the Manitoba Government; viz., get the Bell Telephone Co. out of the field.

The "Less" Discoveries.

A British engineer has produced smokeless coal. Now it remains for some Scotch brewer to discover drunkless whiskey, and some real Irish humorist to publish a laughless joke. We know that some Canadian financiers have inaugurated a moneyless monetary system. Like others we've felt its effects. We've certainly held our end up in the "less" discoveries.

Optimism and the Money Stringency.

While financial panics are invariably the result of some untoward combination of circumstances, recovery from them is frequently long delayed by the pessimistic utterances heard concerning the situation. With conditions as they have been during the past few months there is no denying the fact that the optimist has received a nasty crack, but if our definition of what an optimist really is serves us right, we believe that he will soon have reason to justify his views and it is no uncommon truth that "he who laughs last laughs best."

History in the past has ever been a record of periods of prosperity subsequently followed by periods of depression or vice versa. In these days history is continually repeating itself, because "there is nothing new under the sun."

Many reasons are advanced to prove the cause of the present lack of cash for the ordinary necessities of business requirements. Undoubtedly all of these arguments are a part of the cause, but to-day the man of affairs is not interested in the cause, he is anxious to know why there still remains a tardiness of ready cash for legitimate business purposes.

From a number of prominent financial men we have sought information as to when the present conditions may be expected to improve. The general impression is that the period of depression is practically over and that with average conditions next year business will boom as satisfactory as heretofore.

Optimism is a good asset at the present time. Backed by courage it should prove a valuable investment in the future.

The way grain is handled in Australia. Courtesy of Massey-Harris Illustrated.

Handling Grain in Australia.

On this page we reproduce an illustration showing how grain is handled in Australia. It is put up in immense sacks, each of which has a capacity of four-and-one-half bushels of wheat. When it is remembered that every standard bushel of this commodity in that country weighs sixty-three pounds, there are few Canadians will dispute the fact that the dock laborers there had justifiable grounds for a strike as a protest against the great weight of these bags. When even the strongest are compelled to move weights totalling two hundred pounds it is a task which there is no desire to prolong, but when employers demand that men shall handle a weight eighty-three pounds heavier than this, and expect that the work shall be continued day in and day out without loss of time, they are straining human endurance beyond a just limit.

Manitoba Government Buys Bell Telephone Co.

On the first morning of the New Year the Government of Manitoba announced the purchase by the province of the Bell Telephone Co., within its confines. The price paid amounts to $3,300,000 for the business and plant of the company as a going concern, and $100,000 for supplies and equipment, making a total of $3,400,000. According to the terms of the contract payment is to be made in bonds of the province payable in forty years and bearing interest at the rate of four per cent. The complete transfer took place January 15th. The telephone system will be operated under a Commission.

"On the faces of the happy aged it is a well known fact that wrinkles are only the footprints of smiles."

Personals.

Mr. J. S. Mann is the name of a new dealer at Minto, Man.

It is reported that the implement firm of Code & Thompson, at Camrose, Alta., have discontinued.

Mr. Robert Scharrfe, dealer at Trochu Valley, Alta., has discontinued.

Mr. W. J. Defries is commencing in the farm implement business at Asquith, Sask.

Mr. H. T. Warren is starting in the harness business at Dundurn, Sask.

Mr. J. H. McIntyre has opened up in the agricultural implement and vehicle business at Crystal City, Man.

Messrs. A. & W. Easton have taken over the implement and vehicle establishment of Easton & Thompson at Neelin, Man.

The Francis Implement Co. is the name of another establishment that has opened up at Asquith, Sask.

Mr. R. L. Rushton has commenced in the agricultural implement and vehicle trade at Camrose, Alta.

Messrs. Pauls & Quantz, dealers at Daysland, Alta., are reported selling out. No verification could be secured at this writing.

The business of Mr. R. A. Hickling, of Shoal Lake, Man., has been taken over by Mr. J. W. Kennedy.

Mr. D. W. Reid has joined the travelling staff of the Ontario Wind Engine & Pump Co., with headquarters at Calgary, Alta.

Mr. Joseph Bryan, Vice-President of Tudhope, Anderson & Co., is at present on a trip through the West in his firm's interests.

Mr. G. Sharp, one of the officials of the Indiana Mfg. Co., of Indianapolis, Ind., was in the city on a business trip since our last issue.

Mr. E. A. Mott, Western Manager of the Cockshutt Plow Co., has just returned from the East, where he was on a trip to the factories at Brantford, Ont., for the purpose of placing estimates, etc., for future business.

Mr. J. J. Bugee, Manager of the Canadian Moline Plow Co., here, was South on a trip to the factory at Moline, Ill., since the first of the year.

Mr. Ed. Strachan, Manager of the John Watson Mfg. Co., here, recently made a trip to Portage la Prairie, Carberry and Brandon in his firm's interests.

Mr. Kent R. Burt, General Traveller for the Rock Island Plow Co., of Rock Island, Ill., was in the city calling on his agents, the John Stevens Co., during the past week.

Mr. P. M. Price, Trade Manager for the Moline Plow Co., of Moline, Ill., has resigned and will devote his time to private interests hereafter. There will be no successor appointed at the present time.

Mr. J. P. Murphy, of the field staff of the Ontario Wind Engine & Pump Co., is spending a couple of weeks at the factory of the Stickney Gasoline Engine Co., St. Paul, Minn., whose engines are handled in this territory by the Ontario people.

Mr. M. J. Williamson, who has been working the Alberta territory for the Ontario Wind Engine & Pump Co., is at present taking a couple of weeks well-earned holidays, visiting his old home in Ontario. On his return he will cover the southern portion of Manitoba for his company during 1908.

Mr. C. D. Ellwood, who looks after the interests of the Parlin & Orendorff Canadian Plow Co., in Saskatchewan, was in the city for several days shortly after the New Year. Mr. Ellwood was most optimistic regarding future prospects. It is his opinion that dealers and farmers are gathering confidence with each succeeding day, and that business will boom in the big central prairie province during the coming year. Collections he reported very backward.

The capital of the Manitoba Iron Works has been increased from $150,000 to $500,000.

Under letters patents of Manitoba the capital stock of the Ideal Fence Co. has been increased from $100,000 to $200,000.

We are glad to report that Mr. Thomas Tinline, Assistant Manager of the Wilkinson Plow Co., Toronto, Ont., is recovering from a severe attack of typhoid.

Mr. J. Plews, of Joseph Maw & Co., spent the holiday season with friends in Ontario. He went East to meet his wife, who has been down there for the last two months.

Mr. F. H. Cooper, of the auditing department of Deere & Co., of Moline, Ill., is at present in Winnipeg in connection with the organization of the business of the John Deere Plow Co.

Mr. J. W. Jones, Chief Accountant of the Deere & Webber Co., of Minneapolis, Minn., is at present in the city in connection with the organization and equipment of the John Deere Plow Co.

Mr. D. J. Taylor, Manager of the Cockshutt Plow Co., and Mr. L. T. McDonald, Manager of the American Abell Co., both of Regina, were in the city placing that city's case in connection with freight tariffs before the Railway Commission.

Mr. H. H. Rogers, of the Parlin & Orendorff Canadian Plow Co., has gone to Calgary to look after the trade of his firm in that territory. We wish him every success and bespeak for him the good wishes of dealers in Sunny Alberta.

Mr. H. P. Hansen, of the Ontario Wind Engine & Pump Co., general agent for the Empire Cream Separator Co., of Bloomfield, N.J., recently left on his annual visit to the head office and factory of the company. Before returning he will visit Buffalo, Toronto, Montreal, Chicago and St. Paul.

Since our last issue Capt. Blenkhorn, who was connected with the Racine-Sattley Co., of Racine, Wis., and who was in Regina last year in connection with opening a branch for them there, died at Minneapolis, Minn. Previous to his connection with the Racine-Sattley Co., he was connected with the Canadian Moline Plow Co., and had a wide acquaintance among dealers throughout this territory. He leaves a widow, three daughters and one son.

Mr. W. R. Hensel, is the name of a new dealer at Dewberry, Alta.

Mr. Hensel was in the city during the past month and while here called and got on the mailing list of Canadian Farm Implements. Mr. Hensel is a blacksmith by trade, and at one time was well known throughout Ontario as a cyclist of great speed. In October, 1894, he rode from Toronto to Kingston, a distance of 175 miles in 12 hours and 3 minutes. Later he rode from Toronto to Montreal, 360 miles in 29 hours and 21 minutes. In 1895 he went to South Africa, where he engaged in the bicycle business, and where he took part in that history making episode, the Jameson Raid. Mr. Hensel is most enthusiastic about the opportunities presented at Dewberry, which he informed us was settled almost entirely by English-speaking people. Islay, on the Canadian Northern is the nearest station to Dewberry.

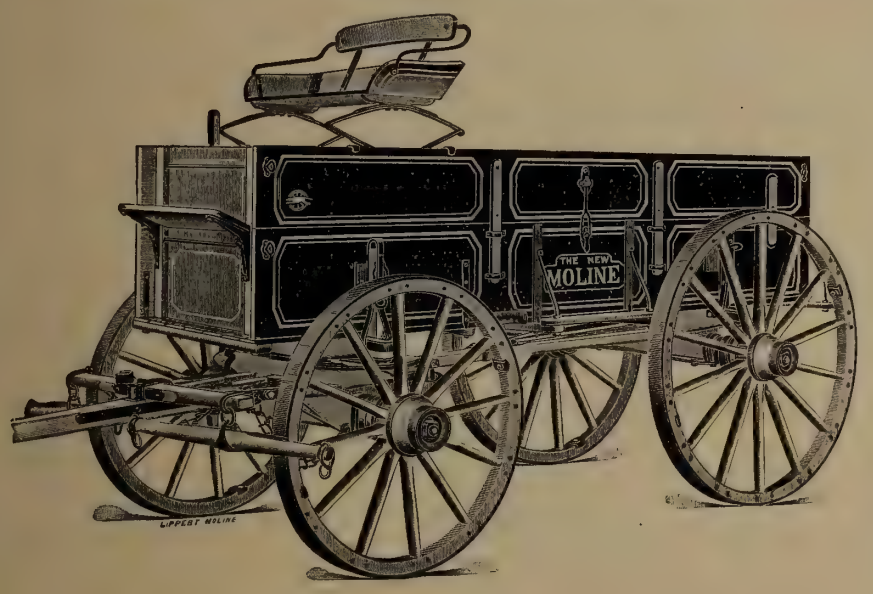
Mr. William Butterworth, President of Deere & Co., of Moline, Ill., was in Winnipeg since the New Year visiting the latest addition to the numerous branches of his company. He was accompanied by Mr. Schiller Horsford, Secretary of the company, and Mr. David Drehmer, the Assistant General Manager of the John Deere Plow Co., in Canada. Mr. Butterworth was exceedingly well satisfied with the arrangements concluded for the operation of the Deere business in this territory. It was his first visit to Winnipeg and the pleasant weather during his stay gave him an excellent impression of our climate. He was optimistic regarding the future, and his optimism affects those with whom he comes in contact. Mr. Drehmer accompanied him back to the Twin Cities, but will come here permanently about the middle of January.

Mr. F. S. Anthony, Manager of Export sales for the American Seeding-Machine Co., of Springfield, Ill., was in the territory recently visiting Mr. S. S. Bean, manager of his company in Western Canada. Like every live man in the business Mr. Anthony was hopeful of a large and profitable trade during the ensuing year. The smile of confidence upon his genial face is sufficient to rattle the unreasonable retrencher into placing his regular orders for a full line.

Mr. C. D. Kimble, who has been Western manager for the Parsons Hawkeye Co. has resigned. He will be succeeded by Mr. E. E. Lyday, of Detroit, Mich.

THE NEW MOLINE

Something worth Looking into - -



THERE can be no difference of opinion between us, that it takes the best of woodstock as a foundation for the best farm wagon. We do not question at all the good intention, on the part of other wagon factories, who, in order to keep faith with their trade, claim to be using the "best woodstock." Have you found that the wagon you have been handling stands up to-day as it did formerly? Have you not had breakages previously unheard of on these very same wagons, all because the maker has been using inferior wood, and finishing up his wagon in "gaudy colors" with cheap paint and varnish?

THE NEW MOLINE is built on honor, from selected white oak and hickory, thoroughly seasoned, and secured from their own timber-berth, thus ensuring to the user that the very best timber will be used for years to come.

For thirty years The New Moline has been thoroughly tested and tried by thousands of farmers in the Canadian West, and stands up to-day as it did all the years previous.

Secure Agency for The New Moline Wagon.

Catalogue on application to

JOHN DEERE PLOW CO., LIMITED

Winnipeg **Regina** **Calgary**

Will of Late Chas. H. Deere.

On Nov. 30th, the will of the late Charles H. Deere, President of Deere & Co., of Moline, Ill., and of each of the allied industries, was admitted to probate. Mr. William Butterworth, the new head of the company, and Mr. Burton Peck, the close friend and attorney of Mr. Dere, were made executors of the will and trustees of the estate. According to the terms of the will Mrs. Deere receives one-third of the residuary estate, Mrs. Wm. Butterworth, one-third, and the two grandsons, Chas. Deere Wiman, and Dwight Erastus Wiman, the balance, equally divided, to be held by the trustees until they have reached years of discretion. The boys are between ten and fifteen years of age now. At the close of the lives of Mrs. Deere and Mrs. Butterworth it is directed that those portions or their estates yet remaining shall revert to the grandsons, and in the event of their death the property shall be divided among Mr. Deere's sisters and their descendants. The grandsons are to become associate executors and trustees when each shall have reached the age of twenty-five years, and when the age of thirty is reached each shall receive one-fourth of their property, at the age of forty one-half, and at the age of fifty the remainder of their shares. The remarkable talent of Mr. Deere for business is reflected in the detailed and exhaustive plan which seems to anticipate every contingency that might arise in carrying out the scheme for the distribution of the estate. Special bequests made are $5,000 to the Rev. George H. Deere, of Riverside, Cal.; $5,000 to Miss Martha Atkinson, Vermont; $5,000 to Miss Daisy Taylor, Evanston, Ill., and $100,000 to W. D. Wiman. It is specified that the estate shall be closed within twenty-one years of the death of Mrs. Deere and Mrs. Butterworth or their descendants. The executors are not required to give bonds.

Calgary.

Mr. Frank Fitchett, Manager of the Sparta Iron Works here, left the last week in December for a holiday and business trip to the factory at Sparta, Wis.

Mr. O. W. Hembling, the well-known implement and grain dealer of Didsbury recently spent a day in the city, after spending a week in British Columbia points looking up markets for grain and hay.

Mr. George Henning of the Massey-Harris Co. has returned from an inspection trip in the Kootenay territory.

Mr. J. B. Tudhope, of The Tudhope Carriage Co. of Orillia, Ont., spent a short time in Calgary during the past month.

Mr. Fred Wright, of The Canadian Moline Plow Co., spent the first three weeks of the New Year covering the north end of his territory.

Mr. R. C. Switzer, of the Waterous Engine Works Co. left the first week in the New Year for a two weeks' trip in Southern Alberta.

Mr. W. I. Monkman, who for some time has had a local agency at Nanton, has accepted a position with the Massey-Harris Company as traveller out of Edmonton.

Mr. J. A. Latimer, Manager of the Cockshutt Plow Co., here made a business trip to Okanagan Valley points during the past month. This is his second trip to British Columbia this winter.

Mr. P. C. Rubbra, who represented the Brandon Pump & Windmill Works in this territory, has severed his connection with that company and is now engaged with J. C. Briggs, of Carstairs

We understand that The Wetaskiwin Farm Implement Co. Ltd. of Wetaskiwin have disposed of their implement business to Mr. Bearistoe, who was formerly with the Massey-Harris agent at that point.

Mr. W. G. Hunt, Manager of the Massey-Harris Co., made a flying trip to Lethbridge and Medicine Hat just after the New Year. Mr. Hunt met his wife and family at Medicine Hat on their return to Calgary after a four months' holiday visit to friends in Ontario.

Mr. T. J. Scott, of the American Abell Threshing Machine Co. is making a combined business and pleasure trip to Eastern points. While away he will visit Ottawa, Toronto and other points in Ontario as well as Winnipeg and Regina.

Mr. J. A. Brookbank, Manager of The International Harvester Co. has been confined to his home, under the doctor's care, since before Christmas with an acute attack of inflammatory rheumatism. At the time of writing, however, we are pleased to report he is able to leave his room, and will be ready for work in the course of another week.

"Brook" is of the opinion that three weeks' holiday of this kind is twenty-one days too long.

Mr. F. E. Torbit, who has been for some time with the International Harvester Co. at the St. John, N. B. branch, has arrived in Calgary to take charge of the Calgary block for the same company. Mr. J. Clark, formerly in charge, has has been transferred to the Wetaskiwin block.

Mr. J. Bonnycastle, who has represented The Northwest Thresher Co. in Alberta for the past season, has severed his connection with that firm and is spending a short visit at his home in Saskatchewan. At the present time we are not acquainted with his plans for the future.

Mr H. F. Anderson, of The Tudhope Anderson & Co., of Winnipeg, Man., spent a few days in Calgary talking over business with Mr. S. H. Roe, their Alberta Manager. Accompanied by Mr. Roe, he also spent some days on the north line and at Edmonton. His company are well pleased with the results of the 1907 business accomplished by the Alberta staff.

Mr. J. P. Minhinnick, General Agent for the Frost & Wood Co. here, made an extended trip over the Northern portion of the territory including Edmonton and C.N.R. points, and points on the Wetaskiwin branch during the past month. He also made a flying trip over the Southern territory between Christmas and New Year's visiting, Pincher Creek, Macleod, Lethbridge and Medicine Hat.

Mr. F. S. Poole of the Deere & Webber Co of Minneapolis, Minn. and Mr. Frank Hall of the firm of Deere & Co, of Moline, Ill., spent some days in Calgary arranging for the transfer from the Fairchild Co. to the new proprietors of the same firm, The John Deere Plow Co. With Mr. H. A. Dunn, manager for the company at this point, they also visited Edmonton arranging for the transfer there.

Mr. O. S. Chapin, the well-known thresher man, spent the greater portion of December at his old home at River Falls, Wis. While away he visited Chicago, St. Paul, Minneapolis and a number of other points in the Northern States, returning home in time for the New Year. This was the first time Mr. Chapin has visited his old home in twelve years, and also the first holiday he has taken in five years. Since his return to Calgary he has been confined to his home with a s evere attack of la grippe

High Class Goods

BACKED UP

By a High Class Firm

is what first class Farmers want to buy, and what is profitable for first class Dealers to sell.

Here they are

Wind Mills, Gasoline Engines,

Horse Powers, Well Drilling Machinery,

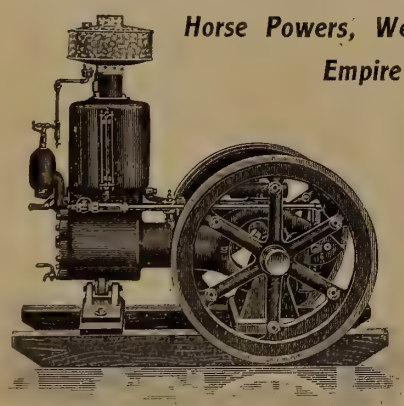
Empire Cream Separators,

Grinders, Feed Cutters, Saws,

Pumps, Tanks, Pipe, Belting,

Village Fire Engines,

Steel Lawn Swings,



GET OUR CONTRACT FOR 1908.

Ontario Wind Engine and Pump Co.,

LIMITED,

Logan, Chambers and Henry Aves. WINNIPEG.

BRADSTREET'S

Established 1849 Capital and Surplus $1,500,000

Offices throughout the civilized world Correspondence invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

OFFICES IN CANADA—Halifax, N S., Montreal, Que., St. John, N B ; Hamilton, Ont. Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que , Vancouver, B C.

C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

contracted while on the road. He is now improving and, we are pleased to say, will be able to resume work in a few days.

The regular meeting of The Alberta Wholesale Implement and Carriage Dealers' Association was held on Saturday evening, Jan. 4th with a good attendance of members. This being the annual meeting, the election of officers for 1908 took place, the following being the result :– President, W. G. Hunt ; 1st. Vice-President, H. W. White ; 2nd. Vice-President, E. M. McCammon ; Secretary, W. E. Hall ; Treasurer. J. A. Latimer ; Executive Committee, J. A. Latimer, J. A. Brookbank, H. A. Dunn, S. H. Roe, O. S. Chapin, E. M. McCammon. The meeting was made the occasion of an address and presentation to the Secretary, W. E. Hall, the presentation being in the shape of a well-filled purse of gold.

Alberta is still keeping up her reputation for fine weather. During the month of December and first part of January, up to the time of writing, weather has continued ideal, and is a continuation of as fine a fall as could be wished. However, the climate does not appear to affect collections very favorably, as they have of late been anything but satisfactory. It is not at all uncommon for a travelling collector to spend a month on the territory and not be able to collect enough cash to cover his salary and expenses. We are of the opinion that this would be overcome to a very large extent if farmers who have grain, hay or stock to sell, could get the money for their goods. Matters along this line are very much the same as they have been for some time, and so far, do not appear to be improving any. Owing to a number of mines and lumber camps in British Columbia not being in operation as in other years, one of the best markets for grain and hay has been lost. As things are now it looks as though collections would drag along very slowly until spring, or at least until the financial stringency eases up to some extent.

The Dealer, Jobber and Manufacturer.

Very recently a dealer visited our office and in the course of conversation put the following question to us: "What do you consider are the principle points that should exist in the relationship of dealer to jobber or manufacturer?" After a moment's thought we ventured to suggest that the chief point was confidence, resulting in perfect harmony between the parties. To give further answer to this interrogation we requested time and now will attempt to answer what we consider are the principle points in such a relationship.

Our previous point is in our humble opinion the most important. Unless there is perfect harmony and complete confidence between the man selling the goods and the man buying them, someone is bound to suffer in the transaction. We believe that every dealer should endeavor to have a straight sale contract, except in the case of separators and engines, and these only should be carried on consignment. If a dealer is carrying goods on commission it is altogether likely that he will not be prepared to push his lines as hard or in such a determined manner as the dealer who buys on straight sale. The latter enables the jobber or manufacturer to know just exactly where he is at in his sales and profits.

A realization of credit responsibilities by the dealer is another factor bound to link him closer and closer to those from whom he buys. A dealer who is aware of what he owes and makes his preparations to cover his paper on maturity is one of the best customers of the jobber or manufacturer and consequently he merits and receives the greatest consideration of the selling house. Another feature that works to the same end is the placing of contracts early. This gives the jobber or manufacturer an opportunity to get the goods, to make them right and to deliver them on time.

Every dealer should take careful precaution to see that he does not infringe on the territory of a neighboring dealer handling similar lines. Jobbers and manufacturers should strive to prevent any possibility of one dealer's territory overlapping another. Liberality in this connection will prevent conflict and cut prices. The dealer who keeps up his prices, insists on his terms, and pays his debts promptly is linked by the strongest ties to both makers and handlers of agricultural machinery or vehicles.

It should be the policy of retail men the country over, if they would enjoy the greatest confidence of the house from which they buy their goods, to let contracts once made be carried out. There should be no cancelling of orders except for an unfortunate and serious change in conditions, and every cancellation should be backed by the most justifiable reasons.

If any dealer acts honorably with, and is acted honorably by by the jobber or manufacturer, there should never be cause for dissatisfaction. By holding to the principles of right business by right methods the parties to an agency contract for agricultural implements and vehicles should enjoy the most cordial and satisfactory relationships.

Living in the Future.

By Orio L. Dobson.

Just a living in the future,
Now, while trade is very slow;
For the summer's rush is over
And there isn't any snow,
And this muddy, rainy weather
Casts a pall of gloom about,
Till it's hard to keep from whining
Though I know I ought to shout.

Sales just now amount to nothing,
Profits even less than that,
For a muddy spell in winter
Knocks the trade in farm tools flat
Then the blues assault a fellow
Till life seems extremely drear,
But by living in the future
I'm a keeping in good cheer.

Hence I'm laying plans for hustling
When the weather clears a bit,
Getting bright, new samples set up,
Where they're sure to make a hit;
Writing advertisements, ready
For the bright days sure to come,
Thus I cheer my soul a trifle
Thinking how I'll make things hum.

What's the use of sitting idle,
Growling on a dreary day ?
Though the sun may not be shining
There's a chance for making hay.
Far beyond the clouds so gloomy
Skies are shining bright and blue
And by living in the future
Faith's sunbeams will brighten you.

Central Business College

WINNIPEG, MAN.

Write for Catalogue.

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE.
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER"
TRY IT!
USE THE BEST
TAKE NO OTHER

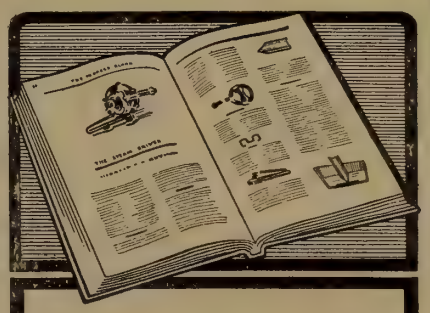
Not affected by Heat or Cold. Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY **FRAZER LUBRICATOR CO.**

FACTORIES: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,

WINNIPEG, MANITOBA.



Well Driller's Instruction Book Free

This handsome volume has been prepared by men who have spent a lifetime in drilling wells. It is philosophic, accurate and complete. Illustrated with hundreds of plates showing every detail of the process. After mastering its contents you will be fully qualified to handle a steam drilling machine and a prosperous contracting business. It explains how a good man with a good machine will in three years make an independent FORTUNE IN WATER WELL DRILLING. It contains the names of scores of men who have done it. Write Dept. 13.

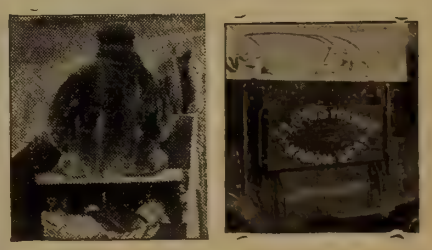
FREE ON REQUEST.

KEYSTONE DRILLER CO.,

BEAVER FALLS, PA.

LLOYD'S

Handy Low-Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Order your wagons without seats and order your seats from us. By so doing you will make more money and give better satisfaction. Farmers will choose this seat in preference over any other every time.

Write for quotations at once to

Wawanesa Wagon Seat Co.,

WAWANESA, MAN.

Among the Calendars Once More.

Every year, about the end of December or the beginning of January, our mail carrier is kept busy handling calendars. We are always pleased to receive these remembrances from our friends of the trade and always endeavor to make a few notes concerning them. This year the list is not quite as large as usual, for which there is undoubtedly a good reason. There are many handsome and attractive calendars being distributed by the different companies, however, and it is because we know that almost every member of the trade has a failing for attractive hangers for use in his warehouse that we draw attention to those that reach us.

DE LAVAL SEPARATOR CO.

"We take pleasure in presenting herewith the De Laval calendar for 1908 and in wishing you success and happiness for the New Year." These were the words appearing on the front calendar page of the hanger which we received from the De Laval Separator Co. for this season. The lithographed design shows a pretty milk-maid with her arm round the neck of a mild-eyed Jersey cow. We envy the cow. The work is admirably accomplished, the paper used of the finest quality for the purpose, the dates of the month standing out clear and distinct on a green ground, which makes it a very stylish and servicable recorder of the months, weeks and days. There is a large back mount which sets the designed sheet off to perfection. Any dealer who wants to secure a copy of this calendar, and a copy of the company's catalogue, is asked to so inform them at 14-16 Princess Street, Winnipeg, immediately.

MOUNT FOREST CARRIAGE CO.

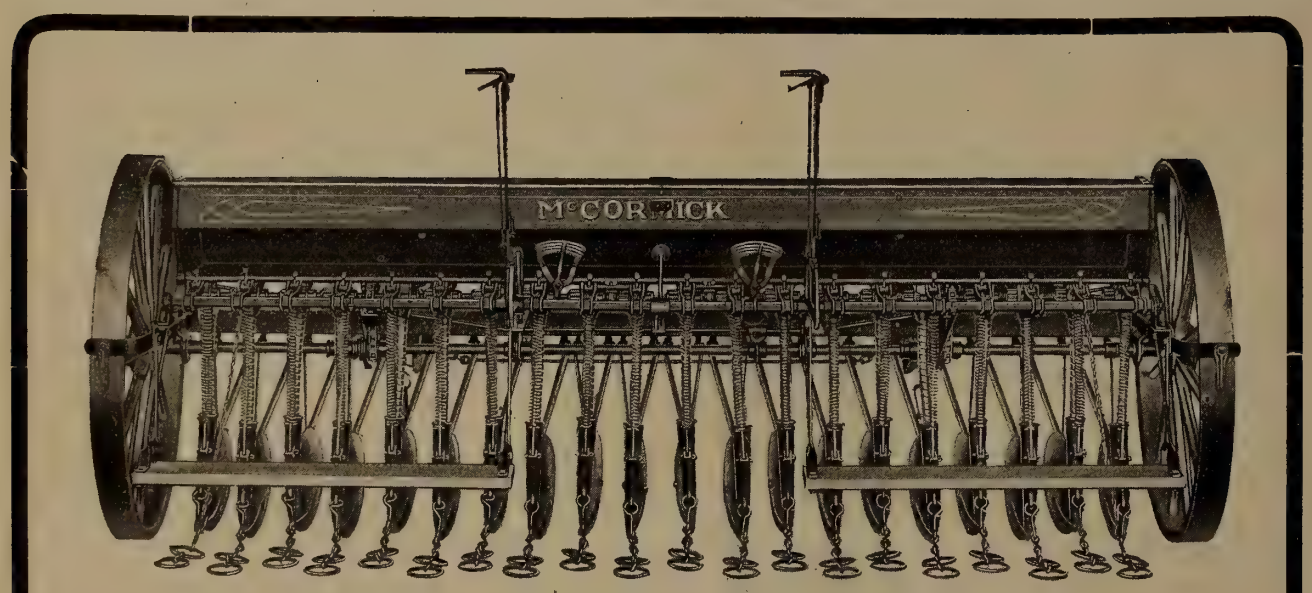
From the Mount Forest Carriage Co., of Mount Forest, Ont., whose well-known line of vehicles is handled in Western Canada by A. C. McRae, we recently received a copy of their 1908 calendar. There is one feature of this calendar which we noticed particularly immediately upon opening it, and that is the fact that no person will ever mistake the class of goods it is meant to advertise. Prominently in the foreground of the picture stands one of those Mount Forest vehicles that have won praise over this whole country. The background of the scene is the home and stables of the owner, who, with his wife, stands discussing the patent adjustable bottom of this vehicle with his coachman, the latter evidently taking much pride in displaying its many advantages. The issuers of this hanger will be pleased to have dealers write their agent, A. C. McRae, for a copy.

HAUG BROS. & NELLERMOE CO.

One of the most artistic calendars, depicting a scene from Nature, is that issued by Haug Bros. & Nellermoe Co., Western representatives of the Avery Mfg. Co., of Peoria, Ill. The picture is entitled "Highland Cattle—Lake Katrine," and is a scene of a characteristic Highland pasture on the shores of one of Scotland's many lake gems. Shaggy, picturesque, long-horned cattle roam along the water's edge, cropping the wild grasses, wading and drinking in the clear cold water. Nowhere are the colors of Nature more vividly painted than in this particular part of old Scotia. On the slopes, washed frequently with rains and drenched with mists and dew, the greens and yellows of moss and fern, the pink bloom of the heather, the vari-colored rocks, stand out with extraordinary freshness and distinction. The scene shows light clouds drifting across the face of the open sky, in places settling down on the silent hills, here touched with spots of sunshine, there lying dark and gray under the shadow. Dealers desirous of getting one of these calendars should write the company at once.

THE FROST & WOOD CO.

There is a glorious intermingling of color in the nifty and attractive hanger which the Frost & Wood Co. are distributing for 1908. While there is much con-



A TRADE PULLER

The drill that is manufactured expressly to meet the farmers' requirements in your locality is the drill that pulls in business.

The designers of McCormick disk drills have thoroughly investigated soil conditions in Western Canada, and every effort has been put forth to produce a drill to meet those conditions. The success of these efforts is clearly shown in the demand for the McCormick. This drill which the farmers of Western Canada demand is the one you should handle if you want to get the drill business. The drill shown in the illustration is the McCormick single disk drill. Both wheels are drive wheels which insures an even distribution of the seed. Wheel scrapers are provided to keep the tires free from mud. The axle is continuous and is finished throughout its entire length. It is larger in diameter than the axle usually found on grain drills, and is made of high carbon steel. This drill is made in four sizes; namely, 14, 16, 20 and 22 disks, placed 6 inches apart. In addition to disk drills, McCormick dealers can carry a line of the following: shoe drills, cultivators, smoothing and disk harrows and scufflers, binders, reapers, mowers, tedders, hay loaders, hay rakes, gasoline engines, cream separators, hay presses, wagons, sleighs, manure spreaders and binder twine.

For further particulars and contract see blockman in your locality, or write nearest general agent.

WESTERN CANADIAN BRANCH HOUSES:

Calgary, Alta.; Regina, Sask.; Winnipeg, Man.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)

CHICAGO U. S. A.

GRAND TRUNK RAILWAY SYSTEM

FOR MAXIMUM COMFORT

Use

Canada's Double Track Railway

between

CHICAGO, TORONTO, MONTREAL, NIAGARA FALLS, NEW YORK, PHILADELPHIA, BOSTON.

4-Fast Trains Daily From Chicago-4

Finest Roadbed. Modern and Luxurious Equipment. Unexcelled Dining Car Service.

For rates, reservations, time tables, etc., phone or write

A. E. DUFF,

General Agent Passenger Dept.

260 Portage Ave. Phone 7098

Winnipeg.

trast in the various shades the whole effect is harmonious and pleasing. The picture shows one of Canada's winsome maidens seated on a stile between two broad fields. On her knees rest a basket of apples, one of which she has poised ready to throw at a handsome son of toil seated on a Frost & Wood mower. Away across in the adjoining field one of this firm's binders is hard at work among the golden grain. If called upon to give a title to this picture our first suggestion would be to call it "Satisfaction." From the expression on the faces of the man and the maid they are evidently satisfied with life, a condition helped by the excellent work done by the farm implements used. If you want to secure one of these calendars, when you will have an opportunity to form your own opinion of it and suggest your own title, write the company, asking for one.

MASSEY-HARRIS CO.

To the Massey-Harris Co. we are indebted for a copy of their new catalogue for 1908, as well as for a copy of their calendar for the ensuing year. The more we have to do with catalogues the more we realize that they have distinct individualities. After many opportunities for criticism of manufacturers' lists we have come to the conclusion that some are handsome and say little, that some are not and say much, while others are both. With this latter lot we class the catalogue above referred

to. From cover to cover it is crammed full of arguments for Massey-Harris goods, while every page is adorned with one or more excellent illustrations of the various lines enumerated, and there are numerous views of sectional parts.

The calendar issued by this firm is one of the best that has come to our desk this season. A single sheet poster, bearing across the top in large yellow letters the words "Massey-Harris", it shows a Pileated Woodpecker in the course of pecking the letters "M-H" into the bark of a birch tree. Lithographed in the natural colors it is certainly a nice piece of work, and the busy harvesting scene which forms the background, where a Massey-Harris binder may be seen clicking off the sheaves, lends added effect to the whole picture. Dealers anxious to secure copies of either the catalogue or the calendar are requested to address their letters or cards soliciting same to the branch houses of the companies in the different provinces.

BRANTFORD CARRIAGE CO.

A glance at the calendar sent out by the Brantford Carriage Co., of Brantford, Ont., whose vehicles are handled in Western Canada by Joseph Maw & Co., sends one's memory rushing down through history to the war of 1812-13. The scene depicts a handsome, but wounded, young calvaryman, dressed in all the red and gold of the uniforms of those days, reciting to a village blacksmith and a country rustic "How Queenston Heights was won." The towering trees of the village, the quiet complacency of the listeners, the old two wheel cart of those times, the patient ox, the blacksmith's forge, all go to make the picture one of interest. Joseph Maw & Co., will be pleased to forward a copy of this calendar to dealers making request for same. If you want one get your card in early.

COCKSHUTT PLOW CO.

Anything that has anything to do with Western Life is acceptable to the people of this country. For that reason the Cockshutt Plow Co., calendar for 1908 should find a prominent place on the walls of many dealer's warehouses. The picture is a copyrighted one entitled "The Pioneers." The shades of evening are rising on the distant horizon, the whole countryside is bathed in the mellow light of the setting sun, as a prairie schooner, drawn by three teams of mules, makes its way down a little undulation on the trackless prairie to the banks of a limpid stream, where camp will be made for the night. Inside the wagon may be seen the frame of a plow, while over all hovers the flag "that for a thousand years has braved the battle and the breese," nailed to a pole affixed to the driver's seat. The calendar is certainly one worth having, and the company must be congratulated in choosing a subject so near to the heart of Westerners. If you want a copy get your application in soon.

JOHN DEERE PLOW CO.

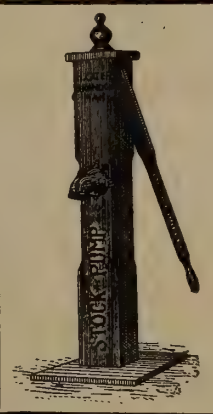
The first calendar issued by the John Deere Plow Co., of Winnipeg, Regina, and Calgary, is one that sets a standard for all future productions sent out by this firm of a similar nature. The design is one that has been used by Deere & Co., for the past three Januarys, except that each succeeding season marks some new improvement in the style, and it is no exaggeration to say that the one issued for this year is far head of any of those of the past. It is thirteen inches wide by eighteen inches long. The head of John Deere, inventor of the steel plow, appears in white in bold relief on a light green, ground which makes a pleasing and striking contrast. The first steel plow, and the latest walking plow of the company appears on the other half of the card in embossed style, while the words "If it's a John Deere it's right" are displayed to advantage. The name of the donors appears in a neat little design of white and green, under which is placed the tablet of the months. Now is the opportune time for any of our readers to get a copy of this calendar. Write

PARLIN & ORENDORFF CANADIAN PLOW CO.

If the Parlin & Orendorff Co., were after servicability in their 1908 calendar, and we guess they were, they certainly secured it. This hanger is made up of a sheet for each month, is three feet in length and two feet in width, half of which is used for days and dates, the balances being utilized for the purpose of giving information and illustrations lines made by this firm. Request a copy from the company by addressing a card to the Parlin & Orendorff Canadian Plow Co., Winnipeg, Man.

A smile is God's own medicine.

Optimism and pessimism have fought many bloody battles; if Optimism had not been victor up-to-date, hope would have died years ago."



MR. DEALER:

"Cater" can sell You

Wood or Iron Pumps, cheaper than anyone in the West.

Get his prices before you give your order for spring trade. A post card will do it.

Address:

BRANDON PUMP & WINDMILL WORKS

Box 410 BRANDON, MAN.

Wilkinson Wagons

The chief point for consideration in wagons is the wood work. When you are perfectly sure that that is right you need not fear that the maker has "skimped" the rest.

When you sell a "Wilkinson" to your customer you can give him absolute assurance that the wood in that wagon is the best to be had—the pick of the finest hardwood in the country, thoroughly air-dried, and selected by experts.

We own the supply—that's why we put it in the wagons.

Send us your enquiries—we can interest you.

"The Light Running Wilkinson"

The Stewart-Nelson Co., Limited,

General Agents WINNIPEG.

Hold Fourth Annual Dinner.

On the evening of January 3rd the office and travelling staffs of the Ontario Wind Engine & Pump Co. assembled in one of the private supper rooms at the Royal Alexandra Hotel for their fourth annual gathering. Mr. J. M. Reid, the manager of the Western branch of the company, presided, while Mr. J. Bevan, general representative of the Stickney Gasoline Engine Co., was the guest of the occasion.

After an excellent menu had received the careful attention of a dozen and a half lusty men, the balance of the evening was devoted to short addresses, etc. Mr. Reid gave a splendid review of the work of the staff during the past year, and stated that the business of the Western branch showed a substantial increase in comparison with the volume of business done in 1906. He held their excellent travelling representatives largely responsible for such a very satisfactory state of affairs and was most pleased to commend them for their good work.

Speaking with regard to collections Mr. Reid remarked that while money was exceedingly difficult to secure in some districts, still altogether the year was not nearly as bad as many have pictured it, and he was satisfied that a succeeding speaker would be able to convince those present that the company had been able to do just as well, or even a little better in this connection than during the previous year.

Mr. J. Bevan was next called upon. In response he made a few congratulatory remarks upon the organization having such an annual function, and then went into a lengthy dissertation on Stickney gasoline engines, during which he gave a detailed review of an engine's construction, from the time the scrap and pig iron are turned into the principal castings until the malodorous smell of consumed gasoline from a perfect working engine is lost in the abundant atmosphere.

After a short intermission, during which the tables were cleared, the members again convened, when Mr. F. Williams, head of the Collections Department, in a few well chosen sentences presented Mr. Reid with a handsome French mantel clock, on behalf of the entire staff. The recipient most feelingly responded. He thanked the donors and stated that the face of the clock would always bring their faces to his memory, while through its hands he would clasp their hands in the lapse of years.

Mr. Williams then went on to give a practical talk regarding collections. He stated that notwithstanding the adverse conditions of the past season that he was confident that over seventy-five per cent. of the past due paper held by the company would be cleared off by the first of April. He offered several suggestions to the travellers regarding the taking of orders and the payments thereon, which, if impressed upon customers, would facilitate collections another year.

Speech making was followed by a general discussion regarding ways and means for increasing the company's business during the year 1908. The meeting did not break up until the little hours were beginning to gather force for the strenuous activities of another day. The following gentlemen were present: J. M. Reid, manager; J. P. Murphy, H. J. Ribble, (Regina); M. J. Williamson, H. P. Hansen, D. W. Reid, O. E. Chapman, F. Williams, T. A. Seed, T. Bell, J. Bevan, C. Boyd, T. Murphy, J. Downie, J. Showers, R. Watt, M. C. Nelson, and F. D. Blakely, of Canadian Farm Implements.

Smokeless Coal Discoveries.

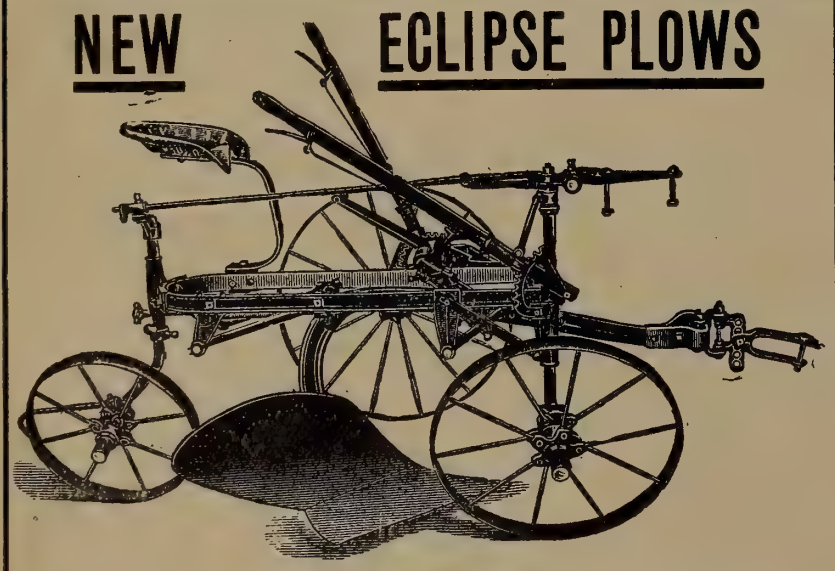
The smoke nuisance is one which bothers us little on these vast prairie lands, but in large cities or manufacturing communities, it is a question of continual, we might say burning, importance. Much time and money has been spent in an endeavor to abate excessive smoke, and now comes the announcement that an eminent British engineer, Mr. Thomas Parker, has discovered a method of producing smokeless coal. To his discovery he has given the name of "coalite." It is claimed that his method will not only result in the abatement of the smoke nuisance, but that it will affect a large saving in coal consequent upon the possibility of burning the smoke.

"Coalite" is described as a completely combustible coal. It is ordinary coal so treated that it cannot emit smoke—the smoke-forming constituents having been eliminated. It is easily ignited and may be consumed in any grate, stove, furnace or kitchen range. It does not emit any noxious or injurious fumes, and is equally pleasing in appearance. And it is considerably cheaper in use.

"Coalite" is not coke, and is obtained in an entirely different manner, the temperature at which it is formed being nothing like the white heat to which ordinary gas retorts are subjected. The result is that the constitutents of which illuminating gas is composed remains behind in "coalite" to a remarkable degree. It is claimed for the fuel that no less than twelve per cent of its waste consists of volatile flame-producing matters. The plant used in preparation of "coalite" is entirely different from that used at present in gas and coke manufacture. The stills are automatic and continuous in their action, and the coal fed in at the top emerges as coalite at the bottom. As the apparatus undergoes no destructive high temperature the wear and tear is small, and the perpetual renewals common in gas-making practice are rendered unnecessary. In the production of "coalite" results are encountered which must lead to an economic reform. The effect of the gentle distillation of coal in the preparation of "coalite" is that a gas is evolved of superb quality—over twenty candle power—approximating to the illuminating power of acetylene. As the process does not break down the hydro-carbons, almost a double quantity of valuable liquid by-products is obtained.

Patents have been taken out in all countries and factories are to be opened all over the United Kingdom.

NEW ECLIPSE PLOWS



When you consider the ease of selling New Eclipse Plows, you will find still still another point that makes them profitable for you to handle.

Notice the advertising of this Plow in the farm papers. Your customers are reading these advertisements and looking for these goods.

Isn't that a mighty good thing for you? If the plow hadn't "made good" we would have had to stop advertising long ago.

Better write us to-day about

The Perfection of all Riding Plows

MADE BY

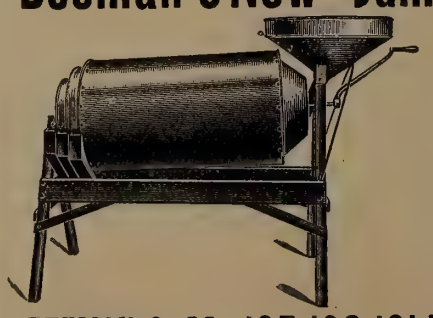
FULLER & JOHNSON MFG. CO.,

MADISON, WIS.

The Stewart-Nelson Co., Ltd.

General Agents Winnipeg.

Beeman's New "Jumbo" Grain Cleaner



Guaranteed capacity on wheat 100 bushels per hour.

Just the machine for Cleaning **Grain for Market** on account of its large capacity and an absolute necessity in Cleaning **Grain for Seed.**

The "Jumbo" is sold on a guarantee to do **better work and more of it** in all kinds of grain and seeds than any other cleaner. This is why the "Jumbo" Cleaners are so easily sold at a good profit.

We give exclusive sale to dealers and do not sell farmers where we have an agent. Why not sell the farmers what they want? Write today and secure the agency.

BEEMAN & CO., 127-129-131 Higgins Ave., Winnipeg, Man.

The Awakening of Jenkins.

By Packer Tripp.

Even though not born with the proverbial silver spoon in his mouth, Jack Jenkins at least had the luck, or misfortune, it is hard to say which, to inherit a modest competence in addition to a well stocked implement warehouse.

Having thus never known the necessity of hustling for a living he showed little inclination to hustle and no desire to master the mysteries of the art.

To be sure, he attended to business, after a fashion, and was at his store usually a portion of each day, unless there was a horse race within ten miles of his home town, or good snow for tracking rabbits.

To say that he was in love with the implement trade would, however, be stating the case much too strongly.

Although possessing great natural abilities as a salesman he had never taken the time or effort to fully develop his powers in this direction, hence it was seldom he made the proper effort to close a difficult deal unless there was some special inducement to spur him on.

Thus had business drifted along with him for several years, everything drifting with the tide and the tide evidently carrying him all the time into deeper water.

Still he was not inclined to worry as his income from other sources had so far enabled him to meet his obligations with reasonable promptness, but the run-down, out-of-date condition of the stock on hand, added to the large amount of second-hand implements and vehicles with which his yard and warehouse was littered, boded ill for the future.

It was easier to close a deal by taking second-hand goods in exchange, so he had taken them. It was hard to dispose of certain lines of goods which he had purchased, hence they had remained unsold.

As there seemed to be little profit in the business he had never kept a clerk, hence when he was at his meals, or away with dog and gun, the store had remained closed.

But was this state of affairs to continue?

This was the question Jenkins was studying in his mind one morning early in November.

He had resolved to join a party who were to start the following week on a three weeks' hunt in the north woods, and hearing of this Tom Corwin, who had just finished his season's work as expert for an harvester and later for a drill manufacturer, applied to Jenkins for a job as manager of his implement business during his absence.

"Well! Well!" remarked Jenkins, as he scratched his head. "Tom, I don't know of any man I'd sooner trust with the key to my store and safe during my absence than yourself, but the trouble is there isn't profit enough in the business to pay your salary, so I'm afraid it would be cheaper to lock up while I'm away."

"And let your customers get in the habit of going to your rival for all they need in your line?" queried Tom, with some surprise; "tell you what I'll do. As I'm out of work just at present and needing a warm office in which to toast my shins, I'll take charge of your store while you are away for just half the profits on the sales I make. No sales, no salary."

"Done!" exclaimed Jenkins, "here are the keys and you can begin this week, while I'm getting ready for my trip."

"That's agreeable to me," replied Corwin, "providing you will be here as much as possible this week to post me up on cost, selling price, etc., of goods. Also to explain to me your manner of keeping books, so that those who wish to pay their accounts during your absence may do so."

This was agreed to and most of the time the first day was spent by Tom in posting up.

When Jenkins reached his store at nine o'clock the next day he was surprised to find that Corwin had been there for two hours and, rigged out in a pair of overalls and jacket, was busy in sweeping and dusting the store, putting second hand tools out of the way and out of sight as much as possible, while the platform in front of the store was being filled with clean new samples of seasonable goods, and others arranged in attractive manner inside the warehouse.

"Good morning," was the greeting as Jenkins entered the office. "Sit right up by the fire and get warm, but as I'm pretty busy in the warehouse you will excuse me for a time."

"Certainly! certainly!" was the response, as Jenkins seated himself by the fire and proceeded to read the morning paper, stopping occasionally to listen to the sounds of activity in the warehouse.

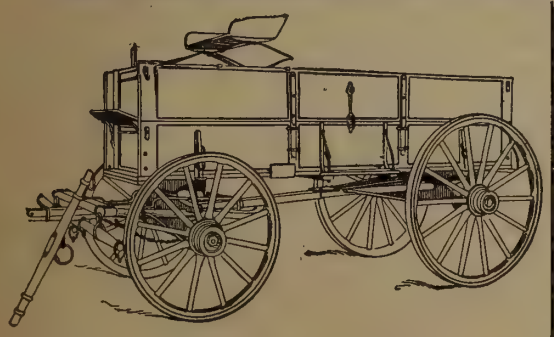
Before Jenkins was ready to go to dinner Corwin had slipped into a near-by restaurant and taken a lunch and was back again to keep watch during Jenkins' absence.

When the latter sauntered into the warehouse about the middle of the afternoon, as had been his usual custom, there seemed to be something missing, but before he could determine just what it was, Corwin came up smiling and holding out

"I guess I'll just peel off this outer V as my half of the profits. And that will do pretty well for the first day."

THE JACKSON WAGON

Best and most improved wagon in Canada



Your attention is called to
NINE POINTS ONLY

Jackson Patent Truss
Sand Proof Arm
Steel Hounds
The Riveted Wheel
Malleable Stakes
1¼ inch Box Bottom
Riveted Box Cleats
Clipped Bolster Plates
Safety Pole Cap

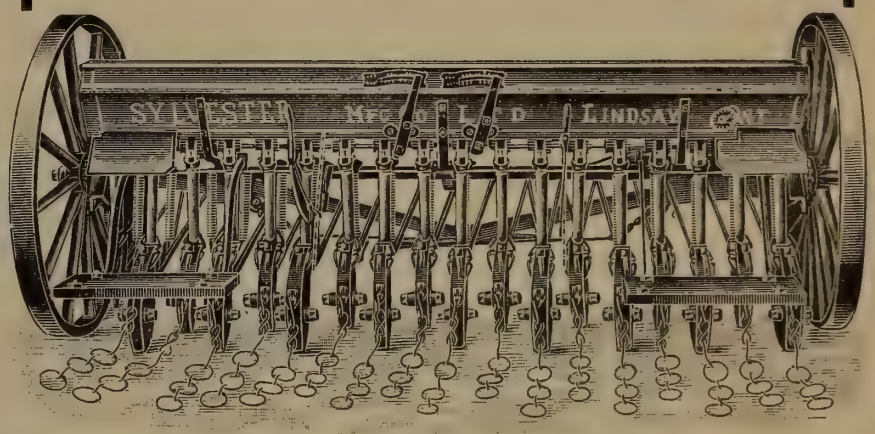
Has all the points of its competitors, and many special improvements not found on any other wagon made in Canada.

Our Steel Hound is in the same comparison to the Wood Hound as the modern Steel Bridge is to the old Wooden Bridge.

Our illustrated Catalogue will tell you all. Yours for the asking.

Jackson Wagon Co., Limited, St. George, Ont.

THE SYLVESTER LINE



Sylvester Double Disc Drill

Stephenson's Patent

8 of these (22 size) on the biggest farm in Canada. Interchangeable for single Disc, Double Discs or Drag Shoes. The best known drill in the Canadian West. Guaranteed the best.

Scotch Clip Harrows **Disc Harrows** **Land Rollers**
Cultivators **Gasoline Engines.**

Sylvester Mfg. Co. Ltd.

Factory: Lindsay, Ont. BRANDON, Man.

Tudhope, Anderson & Co., Limited,

Transfer Warehouses at Winnipeg, Regina and Calgary.

"How's this?" stammered Jenkins.

"O, I noticed Tom Smith kept his eye on that new wagon on the platform this morning as he drove in with a load of wheat that threatened to demolish his old rattletrap every time it struck a stone, so I decided he needed a new wagon and within an hour after I got him down here he drove home with the new one hitched behind and left the $80 in exchange. He wanted to leave $70 and the old wagon, but as we are long on old wagons I persuaded him to keep that to use for muddy roads and dirty work."

"Just my luck," laughed Jenkins. "Now if I'd been here attending to business I'd have had that old wagon in addition to this $70 you have just given me."

"What would you have done with the wagon?" queried Corwin.

"Nothing!"

"Then we are both better off."

Jenkins made no reply, but whistled cheerily as he went up town to talk with the members of his hunting party.

Good weather and good roads prevailed nearly all the time during the three weeks which followed and there were few days when Corwin didn't sell something from the store in addition to collecting a considerable amount on old accounts, hence he was in no hurry for the return of the hunters, although anticipating with much pleasure the little surprise he had in store for Jenkins.

When the latter returned, however, he was down with pneumonia as the result of his first experience in camping out during cold weather and it was past the middle of December before he was able to be about the house again, and it was then that Corwin called upon him with a full statement of sales, collections, etc., during the previous five weeks.

The report was so pleasing to Jenkins that he laughingly remarked that he believed he would stay sick a few weeks longer.

"One more thing," said Corwin, "before I go. I wish you would call up the factory by telephone at once and order a car of medium priced cutters, and be sure that the order is accepted for immediate shipment before night."

"A car of cutters!" repeated Jenkins, in astonishment. "What on earth do I want of so many cutters? I never bought over a half dozen in one year and I've a number on hand at present with no sign of sleighing."

"Every new cutter in the warehouse is contracted, conditionally, at the present time, and forty-eight hours after sleighing arrives there will not be a cutter in the store. It will then also be too late to buy more at present prices, even if it is possible to secure them at all.

"What is still more to the point, all the weather dispatches in this morning's paper show that a big snow storm is bearing down upon us from the west and before those cutters can get here, even if shipped to-morrow, we will be waiting for them."

"Well! well! have your own way about it," smiled Jenkins. "If you can sell cutters in season as well as you can sell wagons and buggies out of season I guess you will get rid of them some way.

"But why didn't you order them yourself without bothering me?" added Jenkins, with a sly smile. "You must have been buying plenty of wagons and buggies in my name of late or the number of jobs on hand has increased wonderfully since I left?"

"I've taken the liberty to order such goods as it was absolutely necessary to have, bought wagons and buggies one at a time when many dollars could have been saved in freight and discounts by ordering in car lots. I fear I have also lost some sales by being out of goods when they were wanted."

The cutters were promptly ordered and as promptly sold before the run of sleighing which followed was half gone.

When Jenkins was himself again his wife remarked to him one evening:

"Why is it that you cannot sell goods just as well as Tom Corwin? You used to be ahead of him at school and I believe you are at least his equal yet if you try as hard."

"I can and I will from now on, or I'll know the reason why. I've simply been drifting with the tide when I ought to have taken off my coat and rowed up stream with a will."

This was several years ago, but since the following New Year's the sign above the warehouse door has read "Jenkins & Corwin."

By untiring energy and hard persistent work the firm has acquired an immense trade which yields an income entirely satisfactory, and they are known far and near as "the hustlers."

When asked which is the better salesman those who know them best will shake their heads as they reply:

"It's mighty hard to tell. Tom Corwin is a top notcher, but Jack Jenkins is at least his equal since Tom got him woke up."

Ten Commandments for the Dealer.

1. Thou shalt not lie nor misrepresent any line thou hast for sale.
2. Thou shalt not knock thy neighbors' goods.
3. Thou shalt not cut prices on any article to any buyer.
4. Thou shalt not take in payment, or part payment, any other commodity whatsoever than cash or secured notes.
5. Thou shalt not fail to keep your name before the public, by advertising in your local paper, by circular letters, or in any other legitimate way.
6. Thou shalt not accept nor try to secure any order for any article which order has been priorly placed with a competitor.
7. Thou shalt not endeavor to handle a bigger business than your invested capital will thoroughly warrant.
8. Thou shalt fight the inroads of mail-order house competition by every honorable and fair means at your command, and by no other methods.
9. Thou shalt not sell on next year's terms, nor trespass on the territory of a competitor in another town selling identical lines.
10. Thou shalt not lie awake nights to invent ways to dodge these commandments, but shall live up to them in good faith, that thou may be honored of the whole fraternity.

FAIRCHILD WAGONS

Have been thoroughly tested and tried by many thousands of farmers, and each year the sales have greatly increased.

THEY ARE

Light Running **Well Finished**

Attractive in Appearance

And made by thoroughly experienced Mechanics.

Each wagon is built of the very best materials throughout, every stick of which is perfectly air-dried. Our guarantee is back of them.

Write us **JOHN DEERE PLOW CO., LIMITED**

WINNIPEG REGINA CALGARY

Does the Work and Gets the Business

When you sell a machine or implement of any kind to a farmer it must do the work you recommend it to do or there will be little chance of ever selling anything to that farmer again.

But when you sell him something that does the work far better than he expected, you are going to get his trade because he has confidence in you. Isn't that evident? The thing to do then is to handle the best. Secure a contract to handle the Deering disk drill, and you will supply the farmers with the drill that meets their every requirement. This drill has strong wheels which will sustain great weight. Their diameters are 48 inches, and the 20 and 22 marker machines have a 4-inch tire, while the 14 and 16-inch marker machines have a 3-inch tire. The tires are kept free from mud by scrapers. The axle is well finished throughout its entire length, and is continuous from one end of the machine to the other. In addition to disk drills, the Deering dealers have the opportunity to handle shoe drills, cultivators, smoothing harrows, disk harrows, scufflers, binders, reapers, mowers, tedders, hay loaders, hay rakes, gasoline engines, cream separators, nay presses, wagons, sleighs, manure spreaders, and binder twine.

For further particulars and contract see blockman in your locality, or write nearest general agent.

WESTERN CANADIAN BRANCH HOUSES:

CALGARY, Alta.; REGINA, Sask.; WINNIPEG, Man.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)

CHICAGO **U. S. A.**

CANADIAN PACIFIC RY.

Annual Western Excursions

SINGLE FARE plus $2.00 for the round trip

From all stations in Ontario, west of Port Arthur, Manitoba, Saskatchewan and Alberta to

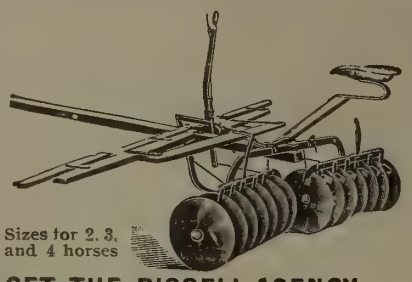
VANCOUVER, VICTORIA AND WESTMINSTER

ALSO TO OKANAGAN VALLEY AND KOOTENAY POINTS.

Tickets on sale January 4, 5, 6, 22, 23 and 24, 1908, good to return within three months.

Apply to nearest C.P.R. Agent for full information.

BISSELL'S FOR SEVERE WORK



Sizes for 2, 3, and 4 horses

GET THE BISSELL AGENCY.

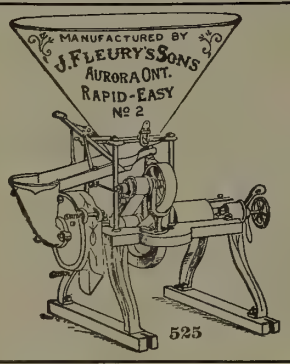
On stiff hard soil or in **tough places** the Bissell Harrow has made a record. It has the peculiar **knack or get there** combined with **great capacity** and has time and again **doubled** the work in the field against all competitors.

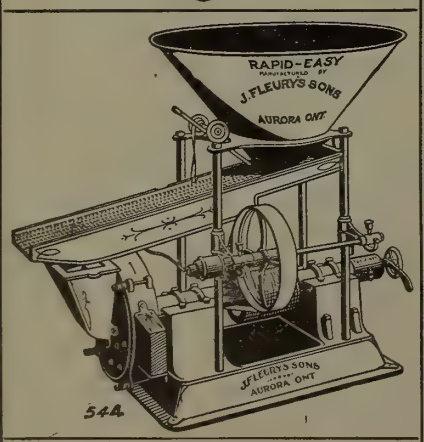
This Cariole is trimmed with Red Railroad Plush—is roomy and rides very easy. If you want something right up-to-date and something real nice for your trade send for one.

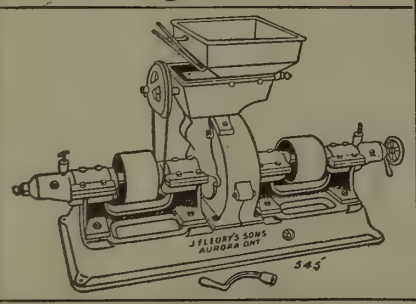
Brantford Carriages and Cutters, Oldsmobile, Franklin, Reo and Ford Automobiles, "Simplicity" Gasoline Engines, Maw-Hancock Disc Plows, Lorne Wagons, Jackson Wagons, Grain Grinders, Empire Pumps, Wood Saws, etc.

Joseph Maw & Co., Ltd.

Winnipeg, Man.







"Rapid-Easy" Grinders

do **more work** with **same power** than any other. In **sizes** to suit **all powers. The largest line** made in Canada.

We show here machines of three **classes:**

525 for home work with any sort of power; several sizes.

"I don't think there is a m chine of **any other make** equal to the **"Rapid-Easy"** for ease of running and it does a **grand job."**—Wm. McKay, Ross P.O. Ont.

544 for **custom work** (stationary or for moving from place to place).

"The **No. 7 is a 'Dandy.'"**—Geo. Lewis, Osgoode Station, Ont.

545 ATTRITION MILLS, for **elevators, mills,** etc.; **finest** work and **greatest capacity.**

"I had a —— Grinder 18 inch with Plates before yours. To grind with it took **more power** and could not grind **any more in a day** than with your **13 inch Grinder."**—J. S. Gallagher, Harrowsmith, Ont.

JOHN DEERE PLOW CO. Ltd.

WINNIPEG REGINA CALGARY

SOLE AGENTS

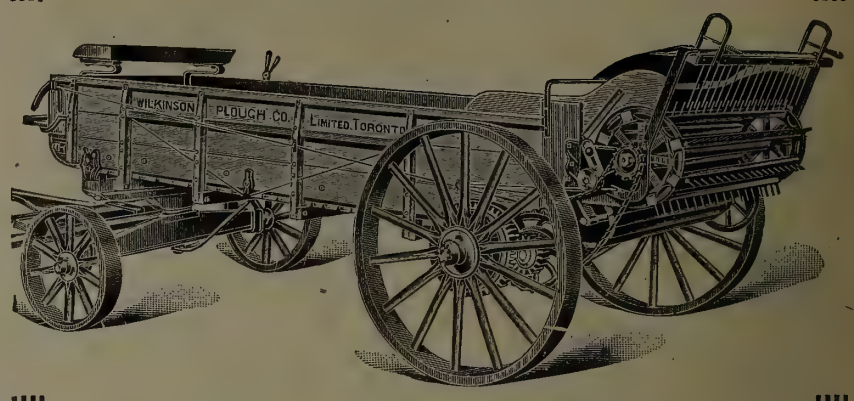
Manufactured by

J. FLEURY'S SONS

AURORA, ONT.

Medals and Diplomas: World's Fair, Chicago and Paris.

Manure Spreaders



There is more interest taken every day in Manure Spreaders, and the Great Western Endless Apron comes in for its share of attention by the farmer.

There is good reason for this. The machine has proved itself the leader in every particular for years past.

It has light draft—because the wheels track.

It has larger capacity for the same money.

It has an Endless Apron—always ready to load.

Nothing can fall through the bottom.

Adjustable to spread two loads or twenty to the acre as required.

Every part strong and well made. Breakages nil.

Investigate this machine further and you will find it will pay you to handle

THE GREAT WESTERN

MADE BY

The Wilkinson Plough Co., Limited,

TORONTO.

The Stewart-Nelson Co. Ltd.,

GENERAL AGENTS WINNIPEG

CANADIAN FARM IMPLEMENTS

VOL. VII, No. 2. WINNIPEG, MAN., FEBRUARY, 1908. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

UNION BANK OF CANADA.

CAPITAL AUTHORIZED - $4 000,000 CAPITAL PAID UP - $3,136,960
REST - $1,600,000

Hon. John Sharples, President. G. H. Balfour, General Manager.

WESTERN HEAD OFFICE STAFF:
H. B. Shaw, Superintendent. F. W. S. Crispo, Inspector.
H. Veasey P. H. Vibert-J. S. Hiam Assist. Inspectors.

Union Bank Building, Winnipeg.

BRANCHES IN WESTERN CANADA:

MANITOBA.—Altona, Baldur, Birtle, Boissevain, Brandon, Carberry, Carman, Crystal City, Cypress River, Deloraine, Dauphin, Glenboro, Gretna, Hamiota, Hartney, Holland, Killarney, Manitou, Melita, Minnedosa, Minto, Morden, Neepawa, Ninga, Rapid City, Roblin, Russell, Shoal Lake, Souris, Strathclair, Virden, Waskada, Wawanesa, Wellwood, Winnipeg, Winnipeg North End Br., Sargent Avenue Br. and Logan Avenue Br.

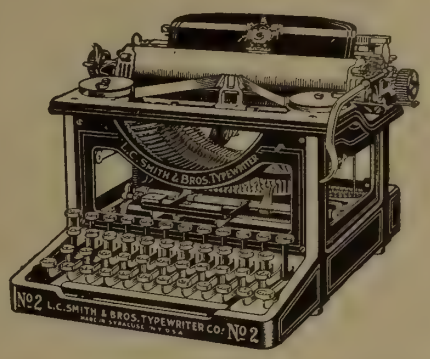
SASKATCHEWAN.—Arcola, Asquith, Carlyle, Craik, Cupar, Esterhazy, Fillmore, Humbolt, Indian Head, Lanigan, Lemberg, Lumsden, Maple Creek, Moose Jaw, Moosomin, Milestone, Oxbow, Pense, Qu'Appelle, Regina, Saskatoon, (Sask. Rosedale Br.), Sintaluta, Strassburg, Swift Current, Wapella, Weyburn, Wolseley, Yorkton.

ALBERTA.—Airdrie, Blairmore, Bowden, Calgary, Cardston, Carstairs. Claresholm, Cochrane, Cowley, Edmonton, Ft. Saskatchewan, Frank, High River, Didsbury, Innisfail, Lacombe, Lethbridge, MacLeod, Medicine Hat, Okotoks, Pincher Creek.

ONTARIO—Ft. William BRITISH COLUMBIA—Vancouver.

Interest allowed quarterly on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.

WRITING IN SIGHT.



L. C. SMITH & BROS.
TYPEWRITER

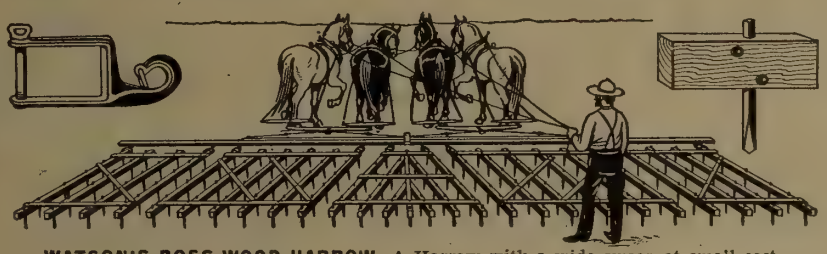
W. J. ARNOTT COMPANY
Sole Dealers for Western Canada.

We have a large stock of second-hand machines for sale or rent:—Remingtons, Smith Premiers, Underwoods, Olivers, and Empires. These machines are all in good order, some as good as new.

W. J. ARNOTT CO. WINNIPEG
Portage Avenue, Corner Fort Street

Have a "Roarin" time when at the Bonspiel, but call on us between games.

We will show you a line of implements it will pay you to handle for your Spring Trade.



WATSON'S BOSS WOOD HARROW—A Harrow with a wide sweep at small cost.

Flexible Pulverizers and Compressors
An implement that every farmer should have. Sizes 16 and 22 wheel.

Channel Bar All Steel Diamond Harrows
made on correct lines.
Eveners of all sizes and latest designs

PRICES ARE RIGHT GOODS ARE RIGHT LET US FURNISH YOU WITH BOTH.

Head Office and Works
AYR - - ONTARIO
Since 1847

John Watson Mfg. Co. LIMITED

Western Office
Corner of Chambers and Henry,
WINNIPEG.

Don't Stop to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Jokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio
156 Viaduct

MILLER, MORSE HARDWARE CO., LIMITED
WINNIPEG, CANADA

SAFE LOCK SHINGLES.

GALVANIZED STEEL SHINGLES
CORRUGATED SHEETS
ORNAMENTAL STEEL SIDINGS
EMBOSSED METAL CEILINGS
Building Materials of every Description in
SHEET METAL

Tell us all about your requirements and ask for our latest Catalog.

CLARE & BROCKEST
246 Princess Street, Winnipeg, Man.

SUPERIOR
HOOSIER
KENTUCKY
Grain Drills

WE extend all Implement Dealers a most cordial invitation to make our offices their headquarters during the BONSPIEL, Feb. 12-22, '08.
Have your mail addressed in our care, and use our offices as freely as though they were yours. A royal welcome awaits you.

The AMERICAN SEEDING-MACHINE CO. Inc.
310 Ross Avenue, WINNIPEG, Man.

Wheel Disc Harrows
Gang Disc Harrows
Potato Planters.

THE Readers of this Journal are invited to call at the new showrooms of

JOHN DEERE PLOW COMPANY, LIMITED.
110 to 120 Princess Street,
WINNIPEG.

to inspect our 1908 lines of

Buggies
Phaetons
Traps
Stanhopes
Surreys

Democrats
Runabouts
Grocer Deliverys
Carts
Mountain Democrats

High-class Broughams, Spider Phaetons, Doctors' Carts.

JOHN DEERE PLOW CO., LTD.
Sole Representatives for Manitoba, Saskatchewan and Alberta.

CANADA CARRIAGE COMPANY
BROCKVILLE, ONT.

CANADIAN FARM IMPLEMENTS

Vol. VII, No. 2 WINNIPEG, MAN., FEBRUARY, 1908. SUBSCRIPTION PRICE} Per Copy, 5c. Per Year, 50c

"Life is a Great Bonspiel"

By R. Burns Begg

Companions in the roarin' game,
Dear Brithers o' the broom,
This life is but a long Bonspiel,
Frae cradle to the tomb.
The slippery rink we a' maun tread,
Wi' prudent, tentie care,
Or we may find, ere weel begun,
Oor lowest level there ;
And on the "prickles" in oor turn
We each maun tak' oor stand,
And try to "draw straught up the lead"
Wi' firm and steady hand :
For wae betide us, if we swerve
Owre far to either side,
Or lag ahint "the hoggin' score,"
Or "owre the ice" should glide.
The cautious e'e, the prudent head—
Gude faith, we sairly need it !
And nane the less, the friendly "scope,"
And neibor's "cowe" that gi'ed it.

And should we get a worthy shot
Within the sma' ring planted,
O' then, for "guard and angle guard,"
For baith, we'll find, are wanted
To "close up ilka port" through which
Our foe, perchance, may rin,
Or, by some wily, crooked shot,
May "wick-an-curl" within.
Thus warily in Life's great match,
Aye "keepin' what we hae,"
Let's ever play the slipp'ry game
Wi' all the skill we may,
And when oor "score" is totted up,
The handle o' the broom
May show a "nick or twa" for us
Against the day o' doom.
What matter, then, the cruel "rubs"
That scarce could be withstood, Sir,
If but the Master Skip can say :
"Ye've done the best ye could, Sir."

Complimentary to the Twentieth Annual Bonspiel Winnipeg Feb. 12-22nd 1908

Canadian Farm Implements February 1908

Canadian Moline Plow Co., Not Retiring.

For some time in the past rumors have been afloat throughout the country to the effect that it was the intention of the Canadian Moline Plow Company to close out their business and retire from this territory. In this connection the following correspondence passed between Mr. J. J. Bugee, Manager of the company here, and ourselves. It is self-explanatory:

"January 22nd, 1908.

J. J. Bugee, Esq.,
Manager, Can. Moline Plow Co.,
Winnipeg, Man.

Dear Mr. Bugee:

There has been a persistent report in circulation for some time that your concern is winding up its affairs in this territory, with a view to withdrawal from Western Canada.

As a matter of information for the readers of our publication we would like if you will either confirm or deny this report.

Anticipating an early reply, we are,

CANADIAN FARM IMPLEMENTS,
(Signed.) F. D. Blakely,
Manager."

The reply received:

January, 23rd, 1908.

F. D. Blakely, Esq., Manager,
Canadian Farm Implements,
City.

Dear Sir:

Answering yours of the 22nd inst., beg to say that the best answer that we can make to your letter is to refer you to our general letter addressed to the trade under date of the 13th inst., a copy of which we enclose herewith.

CANADIAN MOLINE PLOW CO.,
(Signed.) J. J. Bugee."

The letter to the Trade:

January 13, 1908.

"To Our Customers:

There has been during the past sixty days a report current to the effect that the Moline Plow Co., had decided to discontinue business in Western Canada.

When the report first came to our notice we paid no attention to it, believing that those who were responsible for it would soon tire of trying to make others believe what they knew has no foundation on fact and that *they* did not believe, although no doubt with them the wish was father to the thought and they hoped to see their dreams realized. They kept so persistently at it that we felt it was due our customers and friends to refute such charges, and now beg to assure you that the Moline Plow Co., not only did not decide to discontinue business in Western Canada, but the question was never even considered by them.

Our travellers will call upon you for the purpose of taking your orders for your needs in our line, and when you come to Winnipeg you will find us at the old stand with a sample room full of the best goods on earth which we will be ever ready and pleased to show you.

Thanking you for your confidence in us and our goods during the past, soliciting a continuance of same and wishing you a full measure of success in the future, we remain,

Very truly yours,
Canadian Moline Plow Co.
(Signed.) J. J. Bugee."

Canada's Trade Grows.

For the calendar year of 1907 the total trade of the Dominion was $658,599,974, an increase over the previous year of $64,280,685. This increase was made up of about $60,000,000 in imports and $4,280,000 in exports. The imports and exports for the last month of the year show a gain over those of the corresponding month last year, though the November returns show a considerable decline when subjected to a like comparison. The total imports of December amount to $24,097,000, an increase of $4,582,000 over the last month of 1906. The domestic exports equalled $21,479,000, which was a gain of $248,651 in comparison with December, 1906.

A Valuable Catalogue.

It is a pleasure to bring to the notice of the trade in Western Canada the very handsome, and equally durable, catalogue which has just been issued by the firm of Flint & Walling Mfg. Co., of Kendallville, Ind., manufacturers of the Star line of windmills and various other products. This is a volume of over 250 pages bound in a flexible cloth cover. A good quality of book paper is used and the hundreds of halftones with which the work is illustrated are brought out clear and sharp in every detail. From the standpoint of reference this catalogue is a decided addition to our files as it contains much interesting and valuable data on windmills and auxiliary lines. This company are offering the trade a new mill, known as the "New Star Steel Windmill, Model No. 7." This production is the result of modern mechanical methods, and has many improved features, including removable and interchangeable journal bearings. These bearings can be taken out and replaced in five minutes' time. Then there is the offset pitman, which gives the mill an even direct lift with its load, and which is fitted with removable and interchangeable babbit bushings, which increase the life and is said to afford double the wear of ordinary bushings. Another prominent feature is the improved brake, which gives certain and effective service by the use of simple levers. This new windmill, being equipped with ball-bearings, respond quickly to light breezes, thereby utilizing all the variable winds. The catalogue also indicates many new and important improvements in the Hoosier and Fast Mail pump lines, and these will prove of special interest and profit to dealers. In writing us recently the company said: "Dealers who are anxious to increase their profits by adding new and improved goods to their line should send for our new and complete catalogue." A card will fetch a copy of this work your way.

"Let Optimism and the Optimist destroy the last hope of the Pessimist, and perfect confidence will again prevail with peace and plenty for all."

International Announces Twine Prices.

On Wednesday, January 22nd, the International Harvester Co., announced twine prices for 1908. The following are the schedules:

Sisal .....8½c.
Standard .....8½c.
Manila (600-ft.) ...11¼c.
Pure Manila .....13c.

These prices apply on small shipments. On lots of 10,000 pounds the quotation is 1-8 cent lower, and on carload lots ¼ cent lower. These figures are all f.o.b. Chicago or points taking a like rate of freight. In order to arrive at Winnipeg figures dealers should add 75 cents per 100 pounds f.o.b. Winnipeg.

In comparison with the quotations of last season the new schedules show a reduction of 1 1-8 cents on Sisal and Standard and 1 cent on Manila and Pure Manila; the figures for 1907 being 9 5-8 cents for Sisal and Standard and 12¼ and 14 cents for Manila and Pure Manila respectively.

Discussing the reductions and Farm Implement News says:

"In the schedule as announced Sisal and Standard are by far the greater value, as they were last year, for if 500-foot twine is worth 8½ cents, 600-foot twine is only worth 20 per cont more, or 10.2 cents, and 650-foot twine only 30 per cent more, or 11.05 cents. This difference is doubtless justified by the cost of manila fiber of good enough quality to make twine of the length named, but under the circumstances an increased sale of Sisal and Standard is indicated. The week brought no change except that the Yucatan people are now willing to accept orders for February shipment on the current price, which, as stated last week, is 1 3-8 cents above the lowest point touched in December. The market is fairly firm."

A Growing Business.

The London Fence Co., of Portage la Prairie, Man., are distributing a very interesting catalogue, well printed and neatly illustrated, to their patrons and friends. This company are building up a profitable business throughout the West. Their list shows many of the various styles of fencing which they manufacture, together with ornamental gates, crestings, etc. It is their contention that quality is remembered long after price is forgotten.

MR. DEALER:

"Cater" can sell You

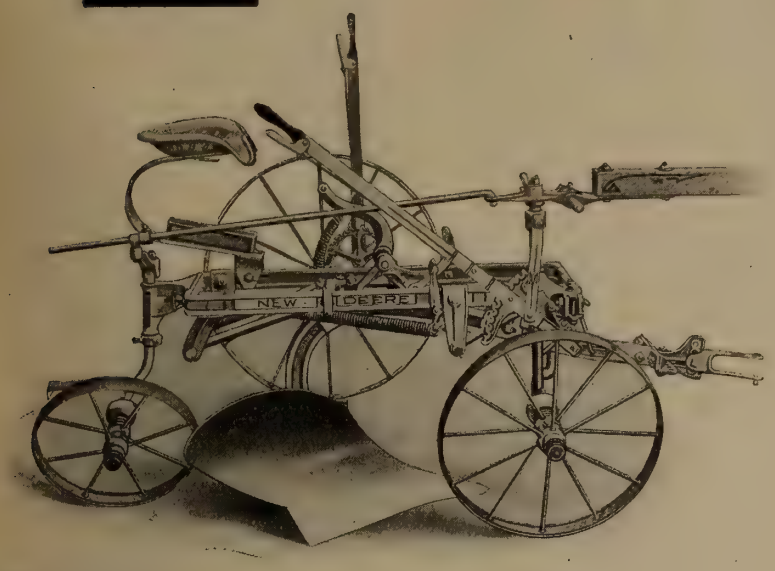
Wood or Iron Pumps, cheaper than anyone in the West.

Get his prices before you give your order for spring trade. A post card will do it.

Address:

BRANDON PUMP & WINDMILL WORKS
Box 410 BRANDON, MAN.

The NEW DEERE SULKY PLOW



SULKY and **GANG PLOWS** are a specialty with DEERE & COMPANY.

They are the largest manufacturers of these implements in the world.

It is well to remember that plows are the basis of a profitable implement trade.

In every town, large or small, there is a **best** dealer. That reputation is valuable no matter what the line of business.

That **best** dealer makes money. His reputation was made by selling the **best** goods—not otherwise.

JOHN DEERE PLOWS have a world-wide reputation, which can only be obtained in one way—by building the best. They have received first prize at every national or international exposition since 1876.

If you are convinced that the **best** business can only be built by selling the **best** goods—then we wish you would write for our catalogue and terms.

EVERY DEALER IS INVITED TO VISIT US DURING BONSPIEL.

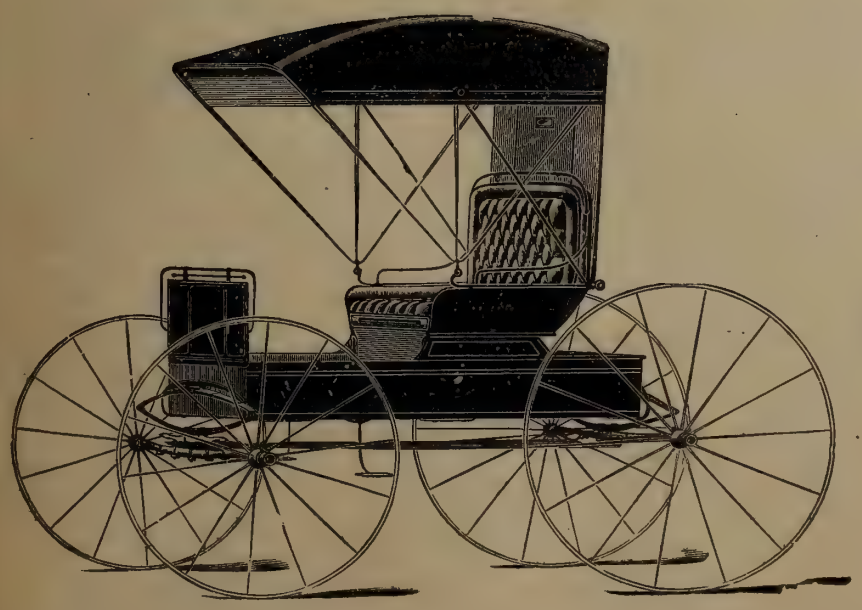
JOHN DEERE PLOW COMPANY LTD.

Regina **WINNIPEG** **Calgary**

Drop in for a chat and a smoke and examine our complete line of

Mount Forest Carriage Co.'s Vehicles

Just A Little Better Than Ever



Canadian Representatives of

HOUGHTON SULKY CO.

manufacturers of

Jogging Carts and Racing Sulkies.

A. C. McRae,

Cor. King and James Streets,

WINNIPEG.

Calgary.

Another increase to the implement fraternity. This time the lucky fellow is Mr. O. S. Chapin, a daughter being born to him on January 13th.

Mr. E. M. McCammon, Manager for the J. I. Case Company, left on January 23rd on a business trip to the factory at Racine, Wis. While away Mr. McCammon will also visit Minneapolis and Winnipeg.

The regular monthly meeting of the Association was held on Saturday, February 1st with a good attendance on hand. At this meeting a number of matters of importance to the members of the association received attention.

Messrs. S. H. Roe, of Tudhope, Anderson & Co., H. A. Dunn, of the John Deere Plow Co., and W. E. Hall, of The Frost & Wood Co., all of Calgary, were visitors at Winnipeg the last week of January and first of February.

Mr. G. H. McFetridge, the well-known implement man of Lacombe spent some days in the city during the latter part of January. Mr. McFetridge has retired from the Massey-Harris Agency at Lacombe, and has been appointed Manager of the Western Implement Company at that point, handling the John Deere and Frost & Wood lines.

Mr. H. H. Rogers, formerly Assistant Manager of the Canadian Moline Plow Co., at Winnipeg, and a well-known implement man, was recently appointed by the Parlin & Orendorff Canadian Plow Co. to have charge of their Alberta branch. Mr. Rogers arrived in Calgary recently and will make his home and headquarters here. We are pleased to welcome him to Alberta.

Mr. J. P. Minhinnick, general agent for the Frost & Wood Co. made an extended trip over the southern portion of Alberta during the latter part of January, visiting points as far south as Macleod and Taber and as far East as Medicine Hat.

Mr. M. J. Williamson, who formerly represented the Ontario Wind Engine & Pump Company has been greatly missed by the implement dealers and travellers since his transfer to Manitoba in the interests of the same company. However, his place is being well filled by Mr. Dave Reid, who had a local implement agency at Ft. Saskatchewan, and who, before that, was well-known in Manitoba as a representative of the Ontario Wind Engine & Pump Company.

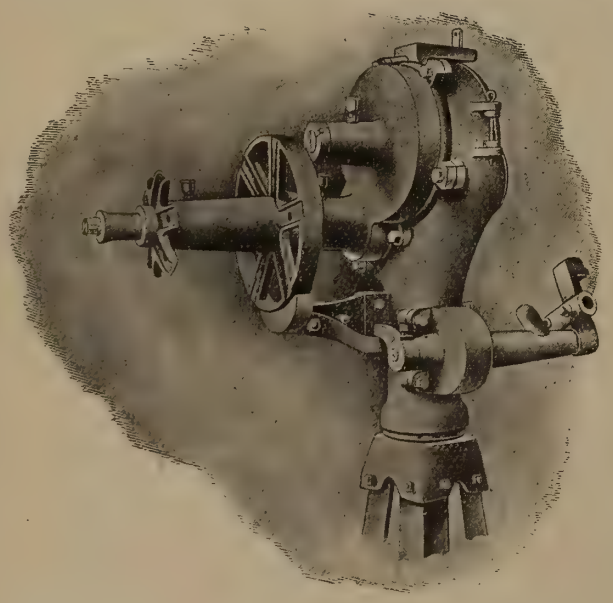
Prospects for 1908 and the consequent estimates and orders for spring shipments of machines are now taking at least a part of the attention of the implement men away from collections. It is generally acknowledged that the prospects for the coming season are very bright, although not any very great expansion is looked for. Orders will be more carefully gauged and credits more carefully gone into, which is bound to have the effect of making a more satisfactory showing for the business at the end of the year. Owing to the conditions which exist in all parts of the West, collections still continue to be slow and this naturally creates the necessity for being more cautious in ordering and more careful in extending credits

The weather still continues very fine and this is almost a certain indication of an early and open spring. In the same way an early spring is almost a certain prediction of a full harvest and conditions are not so bad but that one good harvest will set everything right again. Outside of the shortage of money, practically the only unpleasant feature of the business at present is the heavy stocks of sleighs and cutters that will have to be carried over by the different firms. Up to date there has been no snow in southern or central Alberta, as far north as Red Deer, while from there north there has been a very small proportion of the amount experienced in previous years. At Calgary and at all transfer points north, as well as among a number of local agencies fairly heavy stocks of sleighs and cutters are being carried. The collection feature still continues to be unsatisfactory. As money does not appear to be in sight, in a great many cases, most firms are renewing their paper and getting securities.

At a meeting of the Executive committee of The Alberta Wholesale Implement & Carriage Dealers' Association held in the offices of the International Harvester Company on January 22nd, at which Mr. Hunt, the newly elected President presided, a number of matters pertaining to the Association were dealt with and the working committees for 1908 struck as follows: Freight and Transportation Committee—J. A. Brookbank, O. S. Chapin, S. H. Roe; Legislation—H. W. White, J. A. Latimer, E. M. McCammon; Membership—J. P. Minhinnick, Fred Wright, T. J. Scott; Entertainment—S. H. Roe, H. A. Dunn, O. S. Chapin, E. M. McCammon. The first mentioned of each committee is chairman of same. The President and Secretary are ex-officio members of each committee.

Windmills for Power and Pumping

Pumps, Tubular Well Cylinders and Valves.



Eureka Cylinders, Brass, Brass-lined and Iron Cylinders. Tubular Well Pipe. We have a full supply of Tubular Well Goods.

WRITE FOR PRICES.

REGINA WINDMILL & PUMP CO., Ltd.

Box 869, Regina, Sask.

Against the Family Wishes.

"Well, Jimmy," said his employer, "I don't see how you are going to get out to any ball games this season; your grandmother died four times last summer."

"Oh, yes, I can, sir," answered Jimmy. "Grandpapa has married again, although it was very much against the wishes of the family."

Mr. R. G. Mackay.

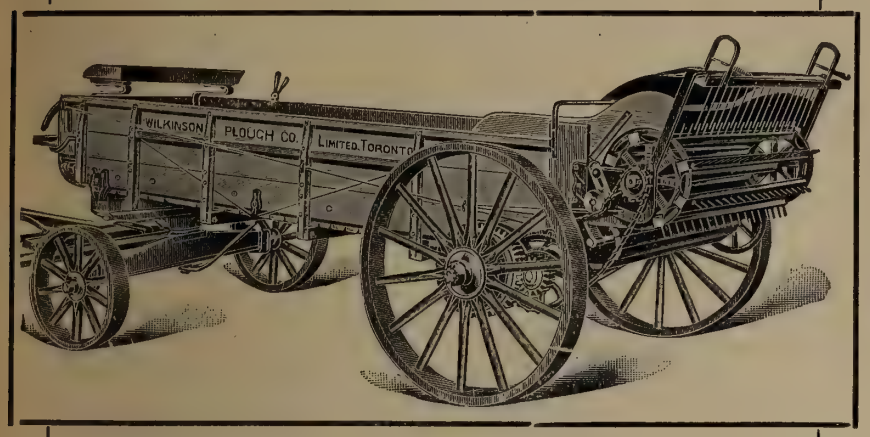
Joins the "Manitoba" People.

On this page we present our readers with an excellent likeness of Mr. R. G. Mackay, who recently joined the staff of the Manitoba Windmill & Pump Co., of Brandon, Man., in the capacity of a travelling representative. Among the members of the implement trade of Southern Manitoba Mr. Mackay is well and favorably known, through his connection of four years with the Ontario Wind Engine & Pump Co.

The subject of this sketch received his early road experience in Western Ontario with the Woodstock Wind Motor Co., of Woodstock, Ont., in whose employ he was for a period of two years. He next joined the travelling force of the Ontario Wind Engine & Pump Co., of Toronto, remaining with them until they decided to open up a branch in Western Canada, when he came to this country in their interests. Since that time he has travelled for them throughout the Southern portion of Manitoba, where he has worked up a splendid connection for himself and secured much profitable business for those he represented.

On January 1st, he decided to make a change and joined the Manitoba Windmill & Pump Co., of Brandon, one of the most progressive manufacturing concerns that we have in this territory. As a salesman Mr. Mackay is generally regarded as exceedingly enterprising and energetic, and whatever or whoever gets away from him once a deal is being negotiated, and there is the faintest possibility of the transaction being terminated, has to be much more slippery than the proverbial eel. Mr. G. F. Williamson, Manager of the Manitoba Windmill & Pump Co., is gradually surrounding himself with a strong force both in the office and in the field.

MANURE SPREADERS



Getting to be time for that machine your customer wants, and in looking around, you cannot afford to overlook the "Great Western Endless Apron Manure Spreader."

You get features on the "Great Western" that can be had on no other machine, and these features are not mere "talking points" but all have genuine merit.

For example, the beater is of such design, that nothing can get through the machine without being thoroughly pulverized. That is economy.

Every operation in connection with the machine is done by the driver from his seat. Saves time.

Always ready to load. Unless you get the "Great Western Endless Apron" machine you cannot have this feature.

Let us send you "34 Real Reasons" for handling the Great Western.

MADE BY

The WILKINSON PLOW CO. LTD., TORONTO.

The Stewart-Nelson Company Ltd.

GENERAL AGENTS WINNIPEG.

HAVE YOU EXAMINED OUR 1908 PROPOSITION?

We offer you the

Emerson Foot-Lift Implements
Tudhope Carriages and Cutters
Chatham Farm Wagons
Original Fish Bros. Wagons
Dominion Wrought Iron Trucks

The **Emerson** Foot-lift line of Farm Implements are sure trade winners. Why? Because they are the **most durable,** the **lightest draft,** and the **easiest to handle.** It's these facts, firmly impressed on the minds of farmers, that increase and build up a permanent trade. We can show you.

Competitors are compelled to admit the superiority of our line of vehicles. We control the sale in Western Canada of the famous buggies, carriages, cutters, and sleighs, made by the **Tudhope Carriage Co.,** of Orillia, Ont. This line is more complete and better than ever before, and prices are in keeping with the times. Let us send you our 1908 catalogue.

We are selling agents in this district for the Chatham wagon, made by the **Chatham Wagon Co.,** of Chatham, Ont., than which no better Canadian wagon is built. Best materials, best workmanship, combine to make "each Chatham wagon a little better than seems necessary."

We are Canadian agents for the **Fish Bros. Wagon Co.,** of Racine, Wis., manufacturers of the famous Fish Bros. Wagon. This wagon is the superior of any American wagon on the market. Let us prove this to your satisfaction.

With our other popular and trade winning lines we rank the trucks of the **Dominion Wrought Iron Wheel Co.,** of Orillia, Ont.

If you are in the City during Bonspiel visit our showrooms at 162 Princess Street, and examine our goods on the floor.

Get our Unbeatable Proposition for 1908. Our traveller will call if you drop us a card.

TUDHOPE, ANDERSON & Co., Ltd.

WINNIPEG CALGARY

Closing a Separator Deal.

By H. C. Deckman, in De Laval Monthly,

There are two general methods of closing a deal. One is to close the deal before the customer realizes just what he is about by means of subterfuges, misrepresentations, "mesmerism" and other questionable methods; the other is to depend upon straight, legitimate salesmanship. It is unnecessary to say that the latter plan is the one that you should cultivate.

If you will make a thorough analysis of a separator deal you will find that to "close" it easily you must begin to close it when you "open" it. A good "closer" invariably is a good "opener." A deal that has been opened in the right way and been nursed along in the proper way will "close" itself.

The general method of selling separators at the present time is first to induce the prospective customer to take the machine on trial without any obligation to buy it, and then depend upon the satisfaction the machine will give him and the agent's ability as a salesman to close the deal afterward. Of course there are exceptions, but at the present time this is the method that is followed in the majority of sales.

Usually in inducing the farmer to let you place a machine on trial with him it is necessary to treat the whole matter of the trial pretty openly, on a basis of *"No obligation to buy etc.,"* and that all that you expect of him is to simply try the machine and that he will not be asked to keep it unless he wants it. Your talk before the machine has been set up will have to be along this line. You should be careful, however, to make your statements broad and general, for as the trial progresses you will gradually want to work away from the idea that the man is to be under no obligation to buy. Let your statements up to this time be such as to produce the desired effect, at the same time not to give the buyer anything too definite or specific to hang on to. Make your statements as general as you can, so as to give you a chance to drift away from them later on.

After obtaining the farmer's consent to try the machine the successful salesman begins laying his foundation for closing the deal. The machine should always be washed at home, so that you do not have to stop to wash it when you get to the farmer. When the machine has been set up, milk run through and the machine washed, the farmer usually is in a friendly and favorable frame of mind. The impression that has been made on him thus far has been distinctly in favor of the machine. The whole family stands around and all are pleased, possibly as much with the novelty as anything else, but nevertheless there is a general air of friendly feeling all around. Now is the time for you to gradually begin to work away from the original "unlimited," "no responsibility" proposition that was talked before the machine was set up. Of course, it would be injudicious to make a complete shift, but there is no reason why you cannot now drop in a word edgewise now and then to indicate that *if the machine does "so and so" he of course is going to buy it.* The agent who would at this stage of the game repeat to the farmer the "no-responsibility" trial proposition would be working against himself.

Now, also, is the time for you to drive the first nail about price and settlement. The farmer should be impressed with the fact that if the machine does as has been represented he cannot afford to get along without it and that he will be expected to settle for it at the end of ten days' trial. If he does buy it the price will be $115.00 cash, or that, if he wants time on it, the terms will be so and so. The idea is to get the "price" seed planted in the farmer's mind. If you do not plant anything there a weed in the form of a cut price will sprout and by the time the ten days are up the weed will be so strong and vigorous that it will be absolutely impossible to uproot it. The farmer will say to you, "Yes, the separator does all you claim for it, and it is a fine machine, etc., but the price is entirely too high. I will give you $90 for it and you can take it or leave it." If you get the $115.00 price firmly planted in his mind when you set up the machine the $90 weed will never sprout, or, if it does, it will not be so strong and vigorous.

After having left the farmer the first day with the germs mentioned in the previous paragraph firmly fixed in his mind you should make it a point to get back to see him again the second or third day. Forget the oil can or the wrench or something of that sort to give you an excuse to get back again without arousing his suspicions. Get there just about separating time. See to it that he is washing the machine in the right way, is operating it correctly, has it correctly adjusted, etc., so as to prevent other weeds in the form of erroneous notions from getting started. Incidentally, while there the second time, the agent should take another "crack" at the idea that the farmer is expected to keep the machine and settle for it. By this time you can begin to take the position with the farmer that, of course, he is going to buy. If the farmer is a home butter maker it is a good plan to get there the first time he churns, not only so that you are sure the machine is properly adjusted but also to make certain that the farmer is taking pains to figure out just what the machine is gaining for him over the old system. Get him to figure from his own experience what the separator is gaining for him and the rate of interest this means on the investment, etc.

At the end of the first week drop in on him "just to see how he is getting along with the machine." By this time you can assume that

RIGHT NOW!

THERE NEVER WAS A BETTER TIME

than "Right Now" to show your customers what a golden harvest they are losing every day they put off getting a standard and reliable, labor-saving, money-making

U. S. CREAM SEPARATOR

to skim their milk, because butter prices are way up—likely to stay there some time—and every pound of butter Mr. Dairyman loses, ***also*** loses that extra price. And needlessly! For the U. S. takes out ALL the butter—holds the ***World's Record*** for clean skimming.

Uncertain profits from field harvests make it all the more necessary to take advantage of the big profits the U.S. makes in that all-the-year-round harvest—the dairy.

The U.S. has been on the market over sixteen years. It has been proved RELIABLE above all others for clean skimming and lasting qualities. It's the Separator that satisfies—sells easy, stays sold.

Write us for terms, or let us know when convenient for our representative to call. Better drop us a card to-day anyway—**why not**—

RIGHT NOW?

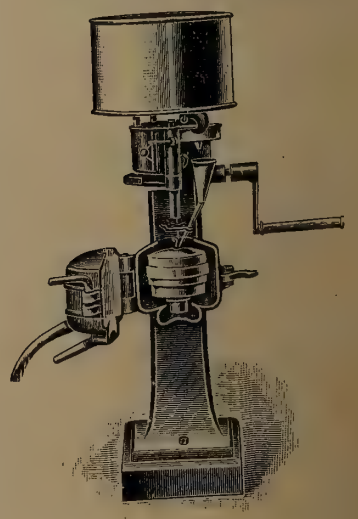
Vermont Farm Machine Co.,

(Incorporated 1873)

BELLOWS FALLS VERMONT, U.S.A.

Canadian shipments made from our warehouses at Sherbrooke, Hamilton, Calgary and Winnipeg, but correspondence should be addressed to our Head Office, Bellows Falls, Vt.

MELOTTE CREAM SEPARATORS



The separator that lasts long after the purchaser is forgotten. Sold absolutely on its merits. Every dealer in Western Canada should write us for full information and prices. We can tell you many interesting facts about this machine and its great selling points. Let us hear from you today.

Melotte Cream Separator Co. Ltd.

W. ANTLIFF, Manager.

WINNIPEG CALGARY

Agents for Ideal Gasoline Engines

there, of course, is not the slightest doubt about his buying the machine and you can leave with the parting statement that you will be back on the tenth day to get the settlement.

The following is an outline of the plan:

First Step—Before setting up the machine say to him, "Simply try it for a week or two with no obligation to buy it at all."

Second Step—After skimming the first time your talk is, "If the machine does as I claim, you will surely want it."

Third Step—During your call on him with the wrenches, etc., the first churning day you say to him, "You see the machine does do as I have claimed, so, of course, you will buy it."

Fourth Step—About the end of the first week, when you drop in to "see how he is getting along with the machine," your line of talk should be, "The machine did what I claimed it would and it is O. K. in every way, so I will call on the tenth day and get the settlement."

Fifth Step—Promptly on the tenth day go and get the settlement.

This plan involves seeing the farmer three or four times, including the first time when the machine is set up. In some deals that are easier it may not be necessary to see the man so often. In other cases it may be necessary to see him even oftener. There is absolutely no question, however, that calling on him at frequent intervals during the first ten days, each time driving the nail a little deeper, will result in making the deal at a far less expense then where the machine is simply set up and the agent keeps away until the ten days are up. In the majority of cases where that is done it is necessary to prolong the trial, which always gives an opportunity to breed all kinds of trouble. Competing agents will get a chance to fill the farmer full of nonsense, or one thing or another will come up and the first thing the agent knows the farmer has had the machine a month, it is second-hand, he knows very well that it cannot be sold for new to any one else and in consequence he has an excellent club with which to force the agent to cut the price.

There is no money in a deal that is dragged along for over ten days. Promptly closing every deal is the keynote to success. There are some salesmen who have the ability to get settlement when the machine is set up or even before it is set up, but at the present stage of the separator business these are few and far between. It does not require a phenomenal salesman to make a success following the plan that we have outlined. Any man with ordinary ability can sell machines at a handsome profit on this plan.

Dairymen's Convention.

The dairymen of Manitoba will hold their annual convention at the Manitoba Agricultural College on the 19th and 20th of February. For several years this association has been struggling for existence but during the past couple of years it has reached a position which enables it to do active and useful work. Two years ago the membership was only twenty, now it is over one hundred. Prof. W. J. Carson, Superintendent of Dairying for Manitoba, who is also Secretary-Treasurer of the Association, expects a very large turnout.

The 1908 Improved

De Laval Cream Separators

are now ready for your inspection

10 New Styles 10 New Capacities

Beautful in Design
Perfect in Construction
Everlasting in Daily Use

They add to the prestige of the dealer who has grasped the fact that, first, last and always, it pays to handle goods which are an accepted standard.

You are cordially invited to visit onr offices when in the City.

The **De Laval Separator Co.**

14-16 Princess Street,

WINNIPEG

Montreal Vancouver

Sold only through dealers

Omega Separator

The Separator That Makes Good and Stays Sold

You are interested above everything else in furnishing a separator to your customers that will work so well that yo will never hear from it again.

Dealers who handle the Omega are never troubled wit complaints.

Because it is so simple and so perfectly built, even inexperienced users have no trouble to "make it work."

The Omega has every other separator beaten on their talking points of clean skimming, easy cleaning and easy turning.

And no other separator compares with it in the ease with which you can take it apart and put together—stop bowl, take apart, clean and replace in three minutes.

No kit of tools needed, only a wrench.

Bowl has bearing both above and below.

Bowl drains itself, both milk and cream delivered at bottom.

Many Omegas have been working over fifteen years, and they are going all right yet.

***REMEMBER*—Sold only to Dealers.** Write for our proposition.

The Omega Separator Co., Lansing, Mich. John Deere Plow Company, Ltd. Winnipeg, Regina, Calgary.

Winnipeg Wholesale Implement Association Holds Annual Gathering.

John Stevens Elected President for 1908.

On Friday evening, January 31, the members of the Winnipeg Wholesale Implement Association met in Manitoba Hall for the purpose of holding their eighth annual meeting and electing officers for the term of 1908. The gathering convened at the supper hour, and after partaking of a substantial meal proceeded with business. President C. H. Whitaker occupied the chair and there was a very representative turnout of those interested in the thresher, implement and vehicle trade.

It was the pleasure of the members to receive a most exhaustive and summarized report from President Whitaker, which fully covered the work of the organization during the past twelve months. It gave in detail a statement of the accomplishments of the various committees, and outlined for the incoming officers for the ensuing term much that yet remains to be done. The retiring president heartily thanked the executive board, the different committees, the members and the secretary for the support and co-operation extended to him during his occupancy of the chair.

In the course of his remarks Mr. Whitaker stated that wise men look forward and not back, except in so far as the events of the bygone are a guide to the happenings of the future. He contended there was unlimited scope for an organization such as the W. W. I. A., as well as for all clubs and associations holding high standards of how business should be conducted. An interesting review of the weather conditions of last spring and summer together with the ultimate effect on the volume of trade and subsequent collections was given. No section of the business community, as every member of the trade well knows is more immediately affected by weather and crop conditions than those engaged in the sale of agricultural machinery and vehicles.

There was an optimistic and hopeful tone to the report in respect to the financial state of affairs and business during the coming season. The lessons of the past year were lessons of as much importance to organizations as to individuals and every effort should be put forth to take advantage of them. The financial stringency would undoubtedly prove a blessing in disguise. While its effects were exceedingly harmful and embarrassing at the time it would never have been possible to establish a cash or satisfactory credit basis in the country while things progressed as they lately did. Now the business men of the West had the needed opportunity for making many reformations in their financial affairs, and withal the commercial interests are looking forward to a strong revival of business in the spring.

Reference was made to our banks and bankers. These had received many compliments from United States financiers within the past few months, but the sentiment of their Canadian borrowers towards them was not quite as hearty. When the Canadian banking system was formed it was intended that the savings of our people should be used in such a manner as to be available for the development and carrying on of Canadian industries, and if the spirit of our system had been lived up to, the financial stringency would not have been felt as it had been during the recent months.

The report referred to the fact that the permanent prosperity of a people depends largely upon what they are able to produce, and their facilities for marketing their product. In two particulars, at least, the Canadian farmer was in an excellent position to compete successfully in the world's markets. What he required to enable him to compete thus was: (1) Land equal to any other in the matter of production; (2) Transportation facilities equal to those of any other country, and (3) agricultural implements equal to those of any other land. In the matter of land he was admittedly in an enviable position, and in regard to implements and cultivating and harvesting machinery the farmer of no other country stands higher than he does. The only question, therefore, was with respect to transportation. Compared with some countries some parts of Canada are meantime not so favorably situated in the matter of transportation facilities as others, but great strides were being made and the near future would witness much material improvement. Therefore in the most necessary particulars Western Canada to-day is being built on sound lines and so long as the three conditions mentioned obtain the trend of events must surely be in the direction of progress, permanence and solidity.

During the course of his remarks Mr. Whitaker referred to the loss suffered by the association in the departure of Mr. Archie G. Watson from the city to Ayr, Ont., and also to the retirement of Mr. William Johnston from active connection with the trade.

The election of officers for the year 1908 was the next order of

The only complete vehicle line is the "Studebaker"

That is one of the great advantages in handling the Studebaker line; you can get *all* your customer's trade—and what is better still—you can keep it.

Studebaker

South Bend, Indiana

Some splendid opportunities open for good reliable dealers. Write us for available territory and inducements to "Studebaker" dealers, Studebaker Brothers Manufacturing Company, South Bend, Indiana

Mention This Advertisement and This Paper

The Manitoba Line Agency

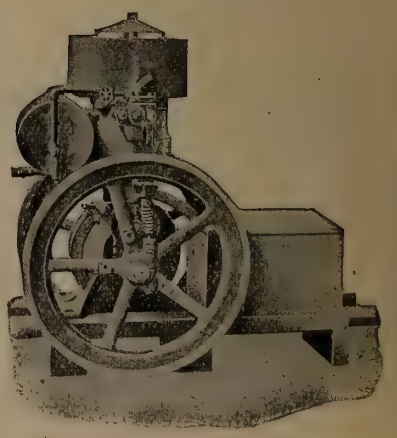
Brings Profit to the Dealer.

In making 1908 contracts remember that Manitoba Windmills are the most scientifically constructed in the world. Compression grease cups. Interchangeable bronze bearings. Reversible one-piece pitman. The right combination for a long life. Our windmills have larger gearings than any other mill of equal size on the market.

"THE MANITOBA"

Manitoba Gasoline Engines

are admitted power perfection. No water tanks to freeze up. No gasoline pumps to get out of order. All anti-friction babbit bearings. Perfect yet simple lubrication.



Write for catalogues, prices and terms and remember we protect the trade.

The Manitoba Windmill and Pump Co.,

BOX 301 **Brandon.** BOX 301

business on the evening's programme, with the following results: President, John Stevens, manager of the John Stevens Co.; 1st vice-president, Thos. Bell, manager of the Robt. Bell E. & T. Co.; 2nd vice-president, S. S. Bean, manager American Seeding Machine Co., and secretary-treasurer, Thos. W. Learie. The executive board being composed of two representatives from the thresher, carriage and implement sections respectively, the following were appointed: Thresher section: John Herron, manager of the Waterloo Mfg. Co., and E. A. Cutler, manager of the Gaar-Scott Co. Carriage section: H. W. Hutchinson, managing director of the John Deere Plow Co., and A. C. McRae. Implement section: E. A. Mott, Western manager of the Cockshutt Plow Co., and M. J. Rodney, of the International Harvester Co.

Mr. J. M. Reid, manager of the Ontario Wind Engine & Pump Co., and Mr. J. J. Bugee, manager of the Canadian Moline Plow Co., were elected to represent the Association on the executive committee of the Winnipeg Industrial and Development bureau. A notice of motion was given to amend the constitution by which the chairmen of the standing committees will be constituted members of the executive board.

Mr. T. J. Storey, manager of the Canada Carriage Co., of Brockville, Ont., was present by invitation and in the course of the evening gave a brief address of a congratulatory and practical nature. Mr. J. A. Anderson, of the Winnipeg Jobbers' and Shippers' Association, was also present and addressed the meeting.

The following is a list of those present at the annual gathering: C. H. Whitaker, Massey-Harris Co.; E. E. Lyday, Parsons Hawkeye Co.; Ed. Heath, Canadian Thresherman & Farmer; Geo. W. Erb, Waterous Engine Works Co.; Thos. Bell, Robert Bell Engine & Thresher Co.; G. W. Fairbairn, Joseph Maw & Co.; C. W. Esmond, Nor'-West Farmer; John Stevens, John Stevens Co.; A. C. McRae; P. W. L. Briar, Stewart-Nelson Co.; J. Ritchie, John Watson Mfg. Co.; F. D. Blakely, Canadian Farm Implements; J. M. Reid, Ontario Wind Engine & Pump Co.; J. J. Bugee, Canadian Moline Plow Co.; M. J. Rodney, International Harvester Co.; Jos. Bryan, Tudhope, Anderson & Co.; John Schiedel, Waterloo Mfg. Co.; S. S. Bean, American Seeding-Machine Co.; A. A. Ross, Paris Plow Co.; E. A. Cutler, Gaar-Scott Co.; H. Burnett, Farmers' Advocate, H. W. Hutchinson, John Deere Plow Co.; J. A. Anderson, of the Winnipeg Jobbers' & Shippers' Association; J. E. Ruby, Frost & Wood Co.; and Thos. W. Learie, Secretary.

GOOD SELLERS FROM NOW TO JUNE

THE STEWART NO. 1 HORSE CLIPPING MACHINE

Canada List $8.75

Acknowledged as the best and most perfect clipping machine ever made, regardless of price. Sells fast everywhere. All enclosed steel cut, file hard gears, running in oil. No friction; no wear.

HOW IS YOUR STOCK? All leading Canadian jobbers have it.

STEWART NO. 8 SHEEP SHEARING MACHINE

Canada List $12.75 Including 4 Combs, and 4 Cutters

Every owner of 5 or more sheep can be sold one of these machines. It gets from one pound up more wool per sheep. Does not cut or hack like hand shears. It has all gears enclosed and is fitted with the latest improved STEWART SHEAR. Order a few from your jobber and see them go.

Write for our big new catalogues showing the world's greatest line of clipping and shearing machines

CHICAGO FLEXIBLE SHAFT CO., - - - 237 Ontario Street, Chicago

Monitor Disc Drills

DOUBLE, SINGLE DISCS

HOE SHOE

Greatest Result Producers

They Work Right Anywhere,

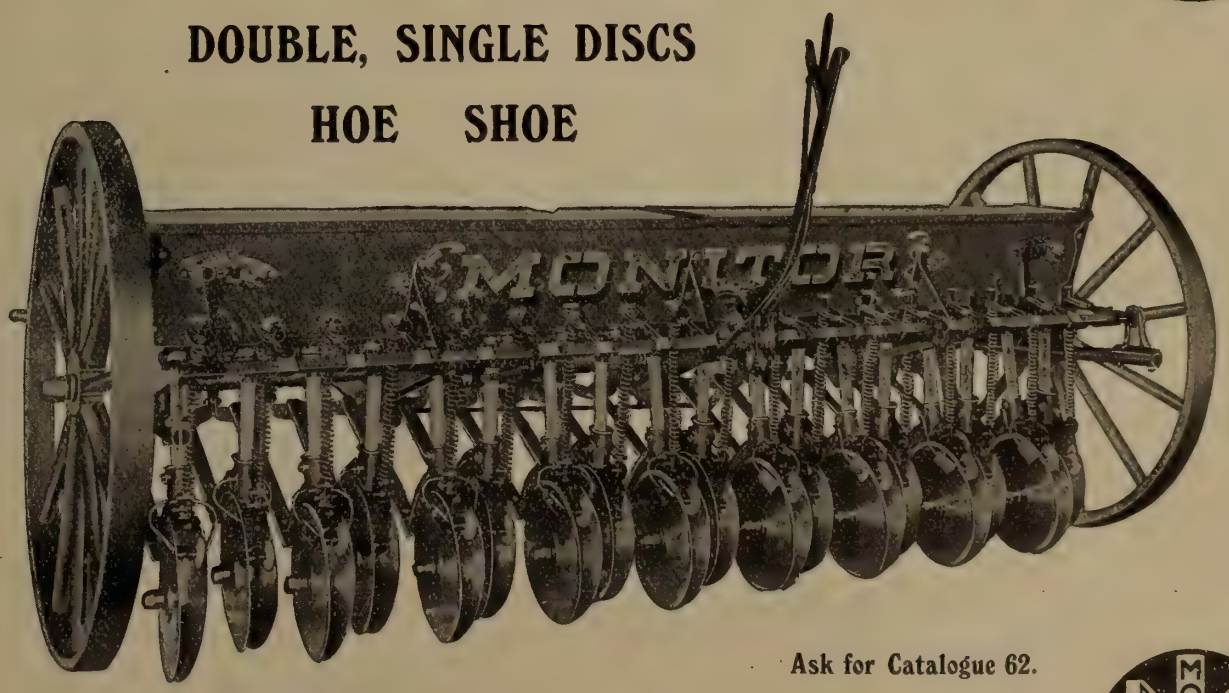
Everywhere, any Time,

All the Time.

Made to get the Business for the Dealer. Made to please the Farmer.

All Kinds, Sizes and Styles.

Inquire of



Ask for Catalogue 62.

JOHN DEERE PLOW CO. LTD.

Winnipeg, Regina, Calgary,

Or **MONITOR DRILL CO.,**

Minneapolis, Minn.

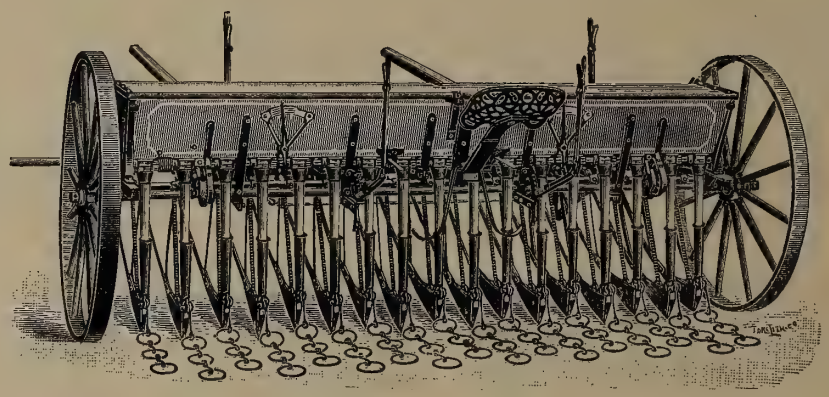
COCKSHUTT IMPLEMENTS

WE extend a hearty invitation to a
Winnipeg during the Bonspiel. A
our offices and showrooms you

Cockshutt Drills
Single Disc, Double Disc and Shoe
THE UP-TO-DATE LEADERS.

We Seed the Soil

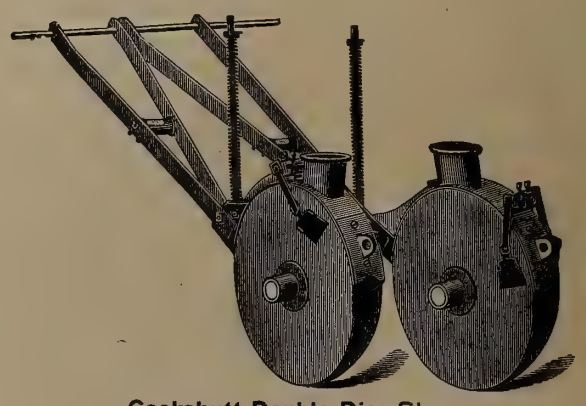
JEWEL GANG



Cockshutt Shoe Drill
Durable Accurate Reliable

Cockshutt S
With celebrated du

ARMSTRONG CARRIAGES AND CUTTERS, Highest Quality
"Ideal" and "Imperial" Windmills
"Maple Leaf" Grinders, etc., etc.



Cockshutt Double Disc Shoes
Work well and wear well.

The most complete and up-to-date line of

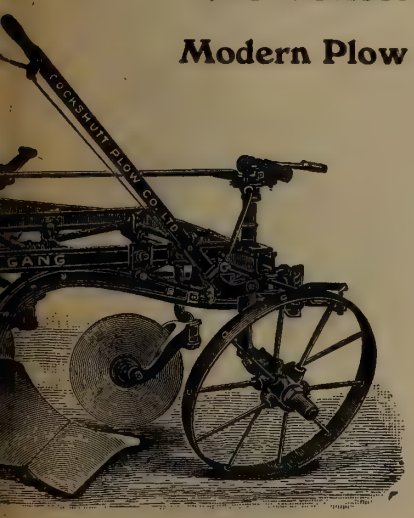
COCKSHUTT PLOW

BRANTFORD WINNIPEG RE

ARE CANADA'S STANDARD

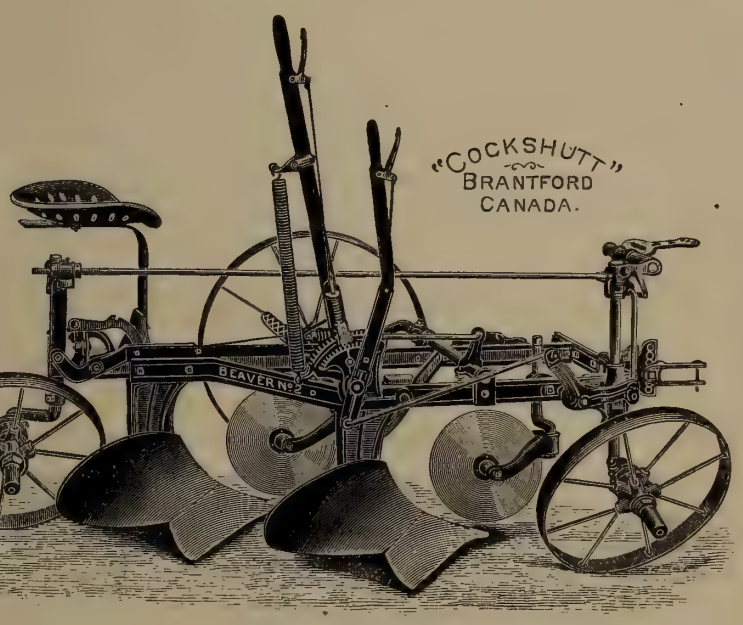
mplement Dealers to visit us at ial Welcome awaits you. Make adquarters while in the City.

The Perfect Modern Plow



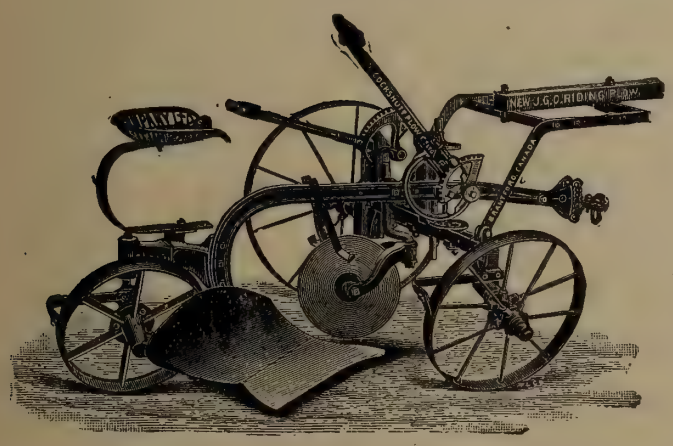
Cockshutt Plows
Jewel, Beaver and Empire Gangs
J.G.C. and Jewel Sulkies
THE TRADE-WINNING LINE.

Disc Shoe
, chilled bearing



Beaver Gang
One of our latest inventions. A thoroughly practicable and successful plow of lighter weight.

We Plow the Prairie



J. G. C., Western Canada's popular Sulky Plow

ADAMS' WAGONS AND SLEIGHS
Well Seasoned, First-Class Material
DURABLE AND RELIABLE.

gh Grade Plows and Drills in the market.

OMPANY, LIMITED,

A CALGARY EDMONTON

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published Monthly by
Canadian Farm Implements, Ltd.
F. D. BLAKELY, Manager
901-2 UNION BANK BUILDING,
WINNIPEG, - - - CANADA
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CORRESPONDENCE
solicited from dealers, jobbers, general agents, travelling salesmen, manufacturers and others, on matters pertinent to the agricultural implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign name. This paper reserves the right to edit all matter submitted but does not undertake to endorse opinions expressed in its correspondence columns

Member Western Canada Press Association.

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WINNIPEG, CANADA

FEBRUARY, 1908.

Railway Rates and Increased Tonnage.

In past years when delegations of business men have waited on the representatives of the freight departments of the Western railroads, in an effort to secure some reduction in rates, they were invariably turned down with the assurance that as soon as the volume of traffic increased to a certain point some reductions might be expected.

Now, we are not informed as to the height the tonnage had to reach before reductions might be expected, but we do know that despite a growing and continual increase in the volume of freight shipments there has come a general increase rather than any decrease in freight rates throughout the Western provinces.

According to the latest report of the Department of Railways and Canals there has been an enormous gain in the volume of freight traffic in Canada. The following are the figures: in 1875, the amount hauled was 6,000,000 tons; 1885 saw it increased to 15,000,000 tons; in 1895 is soared to 22,000,000 tons; in 1905 it was 51,000,000 tons; in 1906 it jumped up to 58,000,000 tons; and in 1907 it reached over 64,000,000 tons.

It is generally admitted that the greatest gain in increased tonnage has been made in Western Canada. Why, then, is it that our rates have been increased instead of reduced?

Unquestionably the railroads made money under the old rates else those rates would never have been permitted to remain in force so long as they did? In the light of this fact, backed by the fact of increased volume of traffic, what justification have the railway companies given Western shippers for the new rates?

The matter has been placed before the Railway Commission by the different Boards of Trade of this territory. What action that body will take in respect to the new schedules is, as yet, problematical. We are satisfied that the railways can put forth no argument for the higher rates that cannot be riddled by Western shippers, and we feel that the now existing rates will be repealed by the Commission and new and lower ones ordered in their stead.

The New President of the W.W.I.A. and his Associates.

John Stevens,
President.

Mr. John Stevens, the new president of the Association, is well and favorably known in trade circles throughout the West owing to his long connection with the business in this territory. He made his start with the old thresher firm of Stevens, Turner & Burns, in 1886. and when Mr. Turner dropped from the company in 1888 Mr. Stevens became Western manager, a position which he held up until 1901, when he entered business on his own account, his firm being known as the John Stevens Co. Since that time he has handled the plows of the Rock Island Plow Co., of Rock Island, Ill., and the vehicle line of A. B. Greer, of London, Ont.

Thos. Bell,
First Vice-President.

Mr. Thos. Bell, the 1st vice-president, is prominently known through his connection as manager of the Robt. Bell Engine & Thresher Co. He organized the business of his company in this territory, when they decided to locate a branch here in 1904. He was born in Hensall, Ont., and after leaving school entered on the career of a railroad operator. He left this in 1894 and took a course in stationary engineering, at which he worked until 1901 when he went into business for himself in the hardware and plumbing line at Beaton, Ont., which business he sold out to come West for his present employers.

S. S. Bean,
Second Vice-President,

Mr. S. S. Bean, manager of the American Seeding Machine Co., becomes second vice-president of the organization. Mr. Bean's residence in the Canadian West dates back to July 1st, 1903, when he came here as traveling representative for his present company. On the 1st of February the following year he was promoted and assumed charge of their Western business. He has been associated with the company for about fourteen years, formerly having his headquarters at Jackson, Mich. He is an optimistic soul and always looks on the bright side of things, which counts in these days.

An Association and a Suggestion

During the time of the Bonspiel in Winnipeg many dealers will take advantage of the reduced railway rates to visit local jobbers and manufacturers' representatives. To those who are interested and purpose visiting the city at this time we have a suggestion to offer.

From our continual contact with members of the retail trade throughout the West we are persuaded there is a growing conviction that the formation of a retail implement dealers' association would be in the best interests of those whom it is designed to serve.

We are sure that were a number of dealers to get together on the proposition much could be accomplished. Were such an organization put on a sound basis, backed by men of judgment and experience, operated for the benefit of the retail dealers, and, above all, thoroughly organized, we know there would be many dealers come to its support.

Our columns will from time to time lend whatever aid is necessary to the project as in the past, and we would suggest at this time that dealers who are interested in the proposition, and desire to form such an organization for the benefit of the agricultural implement

and vehicle business, call at our office, 901-2 Union Bank Building, while attending the 'Spiel. We can talk it over.

A Splendid Article for Dealers.

Under the caption of "The Retail Implement Dealer," we will reproduce, partly in this and partly in our March number, an article that we consider is one of the best things of its kind that has come to our attention. It appeared in the Holiday number of Farm Implements, of Minneapolis, the implemet journal of the Northwestern States, and is from the pen of an active implement man, Mr. George F. Carpenter, of Crookston, Minn., who is Secretary of the North Dakota and Northwestern Minnesota Retail Implement Dealers' Association. Dealers who read it, and it will profit every man to do so, will find suggestions bound to be of value and practical use in the conduct of business methods. If it were not to your advantage we could not afford to devote the space to its publication.

Bonspiel Dates and Rates.

From February 12th to 22nd the twentieth annual Bonspiel will be held in Winnipeg, and from all accounts there promises to be a larger attendance of curlers at this gathering than for some years past. There is every indication that the quota of visitors will be considerably greater in number than formerly. For the information of dealers who purpose coming to Winnipeg at this time we may say that single fares for the round trip will prevail on all lines, good going the 14th, 15th, 16th, 17th and 18th of February, and returning the 26th. Every member of the trade who wants to get a good view of the city from the highest elevation should call at our office in the Union Bank Building and take a look out of our window. Our Room number is 901-2. Give us a call.

Dealers and the Automobile Trade.

Before the season becomes too far advanced we desire to remind our readers of the possibilities that lie in the handling of automobiles and to urge their consideration of this business in order to take advantage of making a sale or two this summer. We are satisfied that concerns manufacturing these machines are ready to have dealers act as their representatives, and we know that they are prepared to make propositions insuring profitable returns for the dealers who go after the business.

Many members of the trade in discussing this question of handling autos will state that the companies place machines direct. This question cannot be disputed, but it is equally true that dealers have not made any great effort to get interested or interest anybody in these machines and it is imperative that the manufacturers find a market for their products. If this business were given greater consideration by members of the implement trade, and more effort was made to sell automobiles we believe that direct selling would be greatly eliminated. The trouble lies in the fact that many dealers expect the manufacturers and jobbers to establish the business and then turn it over to them when they get ready to take it up. It is this attitude of the dealer that is responsible for so many direct sales.

There are numerous arguments in favor of dealers handling automobiles. If a dealer is handling a machine with whose operation he is thoroughly acquainted, if he is able to satisfactorily instruct others in its operation and able to look after repairs, he has an immense advantage over those making direct sales. Some dealers will argue that those who want to buy automobiles will go to the larger centers and buy them there. Undoubtedly there is a liberal measure of truth in this contention, yet it is not always true that such a result is bound to follow when a man wants a horseless vehicle. If the dealer can supply the wants, as a rule, he gets the first opportunity. Another point is that many responsible parties want to buy automobiles on credit. They do not ask strangers to grant them credit. Naturally the local dealer in their home town, if he is selling machines, gets there order.

But while it is true that dealers have been slow in taking hold of the automobile business it is equally true that manufacturers have been just as slow in bringing their product to the attention of members of the trade. Were they to use advertising space in the implement trade journals their business would be most profitably built up throughout the smaller centers of the country. This claim for advertising in the trade papers may appear as though prompted through selfish motives. It is not. We believe that more dealers could be awakened to the possibilities of the automobile business by such action on the part of the manufacturers than by the adoption of any other method. It is through the implement dealers that almost the entire buggy and carriage business of the country is carried on; why should this not be equally true of automobiles?

The "Maple Leaf" Calendar.

We have to thank the Brantford Cordage Co., of Brantford, Ont., manufacturers of the "Maple Leaf" brands of binder twine, for one of their handsome and appropriate 1908 calendars. It shows a bust picture of Mr. Alexander Muir, author and composer of Canada's national song "The Maple Leaf," encircled in a wreath of maple leaves. At the bottom is an illustration of the author's home and also one of the school in which he was teaching when he composed his famous verses. With the calendar the company also sent us the words and music of the song. Dealers interested should write either the representative of the company here or direct to Brantford.

Personals.

Mr. Peter Braun has opened an implement and vehicle establishment at Rosenfeld, Man.

Mr. David Drehmer, Assistant General Manager of the John Deere Plow Co., recently arrived in the city, in connection with his new position.

Mr. J. A. Forcier recently purchased the implement and vehicle business of R. J. McFarlane & Co., at Forget, Sask. Mr. Forcier will handle the lines of the McCormick and Deering Divisions of the International Harvester Co., and also the goods of the John Deere Plow Co.

The Cockshutt Plow Co., are giving their showroom another coat of paint in preparation for Bonspiel Week. They have installed eight new Humphry four-arc gas lamps, the latest thing in lighting systems. This gives the company up-to-date showroom equipment in every respect.

Mr. J. C. Hyndman, Assistant Manager of the International Harvester Co., at Montreal, Que., has been appointed assistant to Mr. J. A. Brookbank at Calgary. Mr. Hyndman, previous to the merger of the harvester companies was connected with the Deering and McCormick companies in Eastern Ontario and Quebec. Prior to his departure the staff of the Montreal office presented Mr. Hyndman with a diamond ring, and Mrs. Hyndman with a brooch. We wish Mr. Hyndman every success in his new sphere.

Mr. Harry Speight, Manager of the Speight Wagon Co., of Markham, Ont., accompanied by his brother Albert, of the same firm, was in the city recently calling on the John Deere Plow Co., in connection with the matter of transfering the contract they had with the Fairchild Co., to the new firm. Both Mr. Speight and his brother were well pleased with their trade in this territory during 1907, and were anticipating even a greater volume of business during 1908. They returned home well satisfied with the deal they were successful in making with the John Deere Plow Co.

Mr. S. H. Roe, Manager for Tudhope, Anderson & Co., at Calgary, was in the city about the end of January attending the annual meeting of his company. It is understod that Mr. Roe was quite optimistic regarding the future trade prospects in the sunny province, and he is reported to have said that collections were fairly satisfactory in view of past conditions. Mr. Roe has been representing his present firm in Calgary since they opened up there about a year ago, and it is a fact recognized in trade circles that he is making good. May his success increase with the years.

On January 27th, Mr. F. P. Carnochan, general agent for the International Harvester Company of America at Harrisburg, Pa. died at his home in that city, aged 40. The deceased was connected with the harvesting machine business for a great many years, starting with the Walter A. Wood Mowing and Reaping Machine Company in 1890. In 1897 he accepted a position with D. M. Osborne & Company in the capacity of assistant manager of the Chicago office, and later was made manager of the company's St. Louis office. He became identified with the International company at the time D. M. Osborne & Company were taken over in 1904, his headquarters at that time being Philadelphia. Later he was transferred to Harrisburg.

Thackaberry & Nelson is the name of a new implement partnership at Francis, Sask.

The partnership heretofore existing between John Eckess and Peter Lutz, Jr., in the firm of Eckess & Co., Lemberg, Sask. has been dissolved. Mr. Eckess retires and a Mr. Robert Whitehead becomes associated with Mr. Lutz, under the name of Lutz & Whitehead.

Mr. C. P. Anderson, Traveller for Joseph Maw & Co., is at present on a trip West in the interests of his firm. He went to Edmonton via C.N.R., stopping off at many intermediate points. He will visit the different towns between Edmonton and Calgary, coming home by the main line of the C.P.R. He will call on dealers at numerous points along the latter line.

Mr. H. J. Clare, of the firm of Clare & Brockest, here, recently made a trip to Regina, Sask., in the interest of his concern. Mr. Clare expects that the conditions of the past six months will have the effect of putting business in the West on a more substantial basis than it has been heretofore. He is optimistic concerning the future trade outlook, and well satisfied with his company's growing connection in this territory.

Mr. Jas. Tudhope, M. P. President of the Tudhope Carriage Co., of Orillia, Ont., who occupies a like position with the Tudhope, Anderson & Co., of this city, accompanied by Mr. H. R. Tudhope, Secretary of the company at Orillia, was in the city the latter part of January attending the annual meeting of Tudhope, Anderson & Co. Both gentlemen were optimistic concerning future possibilities and satisfied that the conditions of the past few months will redound to the advantage of the whole country. They reported heavy snowfalls throughout Ontario, and a fairly brisk trade in cutters and sleighs. Both were well pleased with the business of the new company, now just over a year old.

Mr. James L. Henning, who for some years past has occupied the position of Chief Accountant of the Manitoba Branch of the Massey-Harris Co., here was recently transferred as Office Manager to the new branch which this company have opened up at Saskatoon, Sask. While his many friends regret his departure from Winnipeg, it is a source of gratification to them to know that this well merited promotion has come to him. We wish Mr. Henning every success in "The Hub of the Hard Wheat Belt."

Mr. W. G. Brown, one of the progressive and hustling dealers of Minnedosa, Man., was in the city during the past month visiting members of the local jobbing trade. In speaking of past conditions Mr. Brown informed us that he was pleased with the business done in 1907, and had no complaint to make in respect to collections, having got 65% of his outstanding paper. He believed debts in the district surrounding Minnedosa would be pretty well cleaned up, for the reason that many of the farmers are holding their grain looking for increased prices. He was optimistic and hopeful concerning trade possibilities in 1908, and was down placing orders that he might satisfactorily look after all customers.

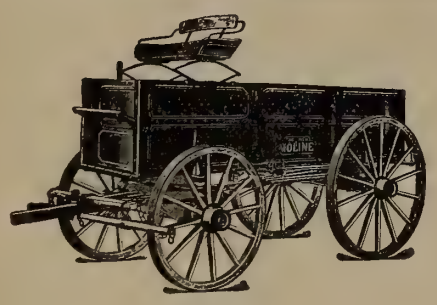
On January 13th and 14th, Mr. Valentine Well, of the Mount Forest Carriage Co., was in the city en route around the world. While here he called on Mr. A. C. McRae, who handles the products of his company in this territory. Mr. Well was one of the successful candiates in the popular voting contest carried on by the Toronto News, the number of votes he polled entitling him to a free trip around the globe, in company with another commercial traveller and two others. The party left Toronto on January 11th and will return to the News office on the 14th of April. While away they will visit the following countries: Japan, China, India, Egypt, Italy, Algeria, Gibraltar, England, France, Scotland and Ireland. The Mount Forest Carriage Co., with Mr. W. H. Steele, the President, leading the forces, were a mighty factor in Mr. Wells success. It doth appear that these Mount Forest people get whatever they go after.

A new firm is opening up in the agricultural implement and vehicle business at Yorkton, Sask.

We regret to read in the press reports that Mr. R. J. Armstrong, the progressive dealer at Saskatoon, Sask., was burnt out. We have not yet been definitely informed as to his future plans, but it is expected that he will continue. Our sympathies are extended as well as our best wishes for the future.

Mr. D. F. Ferrel, representative of the Aermotor Co., of Chicago, Ill., was here recently in connection with securing representation for his firm in Western Canada. In the past the products of this firm have been handled by the Well Machine & Windmill Co., but owing to conditions we understand that this firm are closing out their business, consequently the Aermotor people are after new representatives. Mr. Ferrel stated that his company had an exceedingly satisfactory trade in this territory, and were sure of increasing it as time goes on. Among other things he informed us was that they are manufacturing an automobile for farmer's use, which will cost about one-quarter of the price of the regular runabout car. Just now they are working on a new type of air-cooled gasoline engine, which, he expects, will be sold at less than half the cost of engines of this type, basing the price on the rated horse power of the engines now being sold. So far as we can learn he was not successful in getting anybody in Winnipeg to take on the Aermotor line.

Just about the time our last issue went into the mails Mr. P. W. L. Briar, Secretary-Treasurer of the Stewart-Nelson Co., returned from a visit to the factory of the Wilkinson Plough Co., at Toronto. Speaking of conditions in the East Mr. Briar gave us to understand that in his opinion the recent financial panic had resulted very much more disastrously to the general run of business men in Ontario than it had here. However, people are recovering from their fright and business is once again getting into normal channels.



THE manufacturers of the Moline Wagon own some of the finest timber land in the South, containing White Oak and Hickory. These woods are the only kind of timber fit to go into the make-up of a farm wagon to develop the strength and durability as is possessed by the wagon which has the word "Moline" on the side of the box.

The Moline sets the pace as to ironing a farm wagon, to protect it at its wear points.

The Moline is acknowledged the leader in the introduction of new features in farm wagon construction. These are always improvements which do not only help sell a wagon, but keeps a wagon in better repair, lengthening its life of usefulness.

In point of Finish, both as to durability and appearance, the Moline "shines" the same as in the other points of its construction.

The widespread reputation for Quality this wagon enjoys both in the States and Canada gives the agent for the Moline Wagon a recommendation that represents a valuable business asset.

Agencies are established quite generally. There is some territory open and the right time is on now to communicate with the undersigned agents to learn particulars.

JOHN DEERE PLOW CO., LTD.

Representatives—WINNIPEG, REGINA, CALGARY

MOLINE WAGON COMPANY, Moline, Illinois,

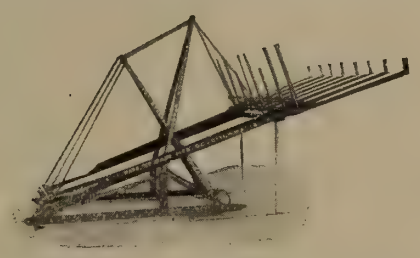
MANUFACTURERS.

Mr. T. J. Storey, Vice-President and Manager of the Canada Carriage Co., of Brockville, Ont., was in the city for a few days recently installing samples in the magnifi cent new showroom of the John Deere Plow Co., on Princess Street. We took advantage of the opportunity, and called on him, when we found him with his coat off, hard at work, cleaning up one of those handsome vehicles for the manufacture of which his company are well know. During our conversation he informed us that in his opinion the new vehicle floor of the John Deere Plow Co., here was the finest outside of New York or Chicago. Its large glass windows both in front and rear, together with its spaciousness, makes it practically idea from a display standpoint. Mr. Storey stated that there was room for showing one-hundred and thirty jobs without duplicating, and that they would have that many on the floor during Bonspiel. Among the different lines which he was getting ready were road carts, road wagons, top buggies, jump seats, democrats, grocery deliveries, surreys, doctors' stanhopes, phætons, pony traps, spider phætons, depot wagons and coach gear rockaways. Discussing the recent financial tie-up Mr. Storey informed us that Eastern manufacturers were well cared for by their banking institutions, and except for a decrease in volume of business during the closing months of the year nothing out of the ordinary would have been recorded. In reference to the progress his firm is making he stated that during the past season, owing to the insistent demand, they entered on the construction of various special lines of vehicles for high-class city trade. In order to take care of this business properly a new department was created for this purpose and the company are meeting with great success in this connection. He further informed us that his concern's business in this territory continues to grow at a most satisfactory rate of increase. For twenty years the Fairchild Co. handled the products of the Canada Carriage Co., and now they will be sold by the John Deere Plow Co. Mr. Storey was most optimistic regarding the future outlook. He has unlimited faith in Western Canada, and looks forward with hope and expectancy to the days that the future will bring.

T. J. STOREY, Manager, Canada Carriage Company.

Mr. E. A. Mott, Western Manager of the Cockshutt Plow Co., recently visited the branch of his company at Regina, Sask. He was away only a few days.

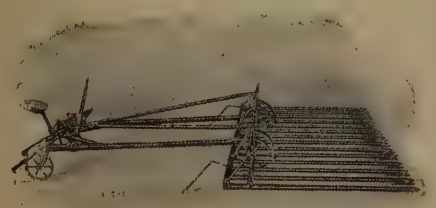
"Go bury thy sorrows, the world hath its share. Just smile."



These Hay Tools are the undisputable leaders in Canada just the same as in the States.

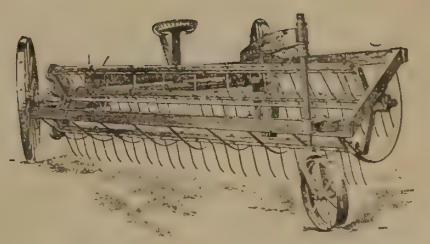
When you are in Winnipeg attending the Bonspiel make it a point to look them over. Our general agents the John Deere Plow Co. Limited will have samples up and will gladly explain their many merits. If you don't attend the Bonspiel write them for a proposition covering

THE GREAT DAIN LINE



One dealer in every town ought to have the agency for Dain Hay Tools. They are trade pullers and profit makers

Don't fail to take the matter up with



General Agents **JOHN DEERE PLOW CO., LTD.**

WINNIPEG, REGINA, CALGARY.

DAIN MANUFACTURING CO. OTTUMWA, Ia. U. S. A.

L. D. KOSER, Preston, Ont. Canadian Representative.

Money Stringency Not Due to Hard Times.

Throughout the country nothing has been so effective in renewing confidence as the splendid weather that has prevailed the last two months. Travellers on the different lines, with whom we have come in contact, inform us that the spirit of optimism is spreading from town to town, from village to village, and from individual to individual at an astonishing rate, with the result that the public generally are looking for a good year during 1908.

When all is said and done it is admitted that the financial condition of the past few months was a purely artificial one, and one not induced by the usual forerunner of money shortage—hard times. Discussing this question we quote the following from "The Furrow":

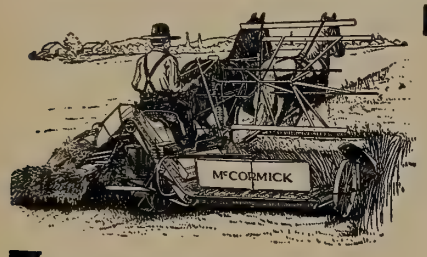
"There is just as much money in this country as there ever was—and more—but a few wild speculators have created such a distrust that its circulation in the channels of trade has been obstructed. There is just as much wheat and corn as before, just as many hogs and cattle. The country is overflowing with everything that makes wealth and insures prosperity. Bank loans were never backed with security so good, because your note and your neighbor's note is better to-day than it ever was before. Nothing can delay a return to normal conditions except our own actions in our refusing to accord our business associates a proper degree of confidence."

None will dispute the statement that the world's crop was affected by damage of one kind or another and to a greater extent during 1907 than for many years previous. That it was a losing crop to produce is not borne out by the facts. Prices for all classes of farm products were higher than for many preceding seasons, and this almost entirely offset any damage sustained. Some parts of this continent suffered more than others and crop failures are recorded almost side by side with splendid harvests. In Western Canada we had many instances of just this fact. Undoubtedly there is a major portion of our farmers who have suffered, but from all accounts they are optimistic concerning the future. We have not had "hard times" in the usual acceptance of the words.

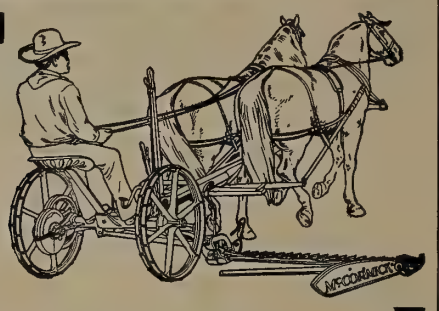
Will the recent scarcity of money prove injurious to the business men of this territory? Our opinion is that it will not. Business will be placed on a safer and more conservative basis. Wild-cat speculation has received one in the solar-plexus that will take it a long time from which to recover. We are of the opinion that the credit business of Western Canada has been materially aided. For a long time we have required credit reformation. It needed a hard knock to awaken dealers to this fact. That they now realize the necessity for reducing credits and terms we firmly believe On the whole the outlook is satisfactory and dealers should make preparation for a profitable business the coming spring.

Profitable Specialties.

This is the season of the year when dealers should get in their orders for the Stewart horse clipping and sheep shearing machines manufactured by the Chicago Flexible Shaft Co., of Chicago, Ill. In addition to selling him goods of quality this company are prepared to help every dealer in his campaign for business, by furnishing him with catalogues, hangers, and other advertising matter. The latest catalogue which they have issued reached our desk a few days ago. It contains many new items of interest to retail dealers, as well as giving him many good arguments for his assistance in the pushing of their goods. Dealers who have not undertaken the sale of any of the lines this firm manufacture are overlooking profitable business. To those dealers who have sold their goods and know their quality the company desire us to say that they will appreciate early orders. Their output is limited, the demand enormous, and those who come first are first served. Copies of catalogues and other advertising matter will be sent dealers upon application.



McCORMICK



Harvesting Machines & Tillage Implements

THE wonderful agricultural resources of the Canadian North-west are being rapidly developed—but this development would be impossible without improved machines and implements, and the McCormick line is playing an important part in making Canada the bread basket of the world.

The McCormick binder is correctly designed and substantially constructed. Both the reel and the binding attachment, as well as the tilt, have a wide range of adjustment. The machine will work equally well in long or short grain. Made in either right or left hand—5, 6, 7 and 8-foot cut.

McCormick mowers are symmetrical in design and light in draught. The main frame is made in one piece. The gears are placed close to the left wheel so that they balance the weight of the cutter bar. Made in six sizes—3½, 4, 4½, 5, 6 and 7-foot cut.

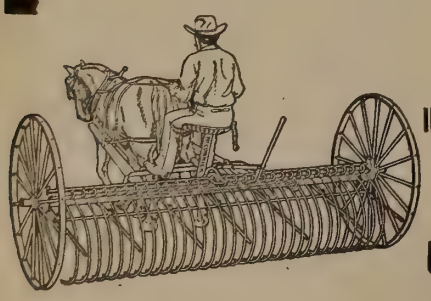
The frame, wheels and forks of the McCormick tedder are made of steel. All the forks are given the full driving force of both wheels, hence the uniform motion of the forks is not disturbed when working in the heaviest hay.

The McCormick rake is carefully designed, and the best materials are used in the construction. The head and frame are made of angle steel and fastened together with extra heavy malleable hinges. If handled with ordinary care the McCormick rake will remain serviceable for many years.

In addition to the foregoing, the McCormick line of harvesting machines comprises reapers, hay loaders, sweep rakes and stackers.

The McCormick line also includes disk drills, shoe drills, cultivators, peg tooth harrows, spring tooth and disk harrows, scufflers, gasoline engines, cream separators, hay presses, wagons, sleighs, manure spreaders, and binder twine.

Why not secure a contract to handle the McCormick line—the OK line? The nearest general agent or blockman will be pleased to give you full particulars relative to agency, terms and territory.

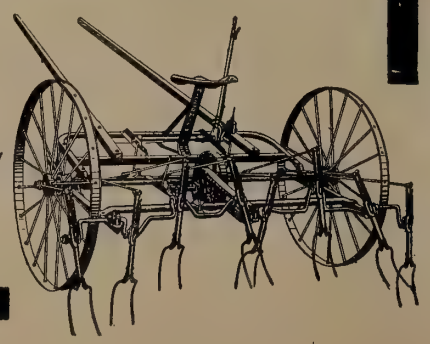


Western Canadian Branch Houses

Calgary, Alta. Regina, Sask. Winnipeg, Man.

INTERNATIONAL HARVESTER COMPANY OF AMERICA (Incorporated)

CHICAGO, U.S.A.



GRAND TRUNK RAILWAY SYSTEM

FOR MAXIMUM COMFORT

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Canada's Double Track Railway

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CHICAGO, TORONTO, MONTREAL, NIAGARA FALLS, NEW YORK, PHILADELPHIA, BOSTON.

4-Fast Trains Daily From Chicago-4

Finest Roadbed. Modern and Luxurious Equipment. Unexcelled Dining Car Service.

For rates, reservations, time tables, etc., phone or write

A. E. DUFF,

General Agent Passenger Dept.

260 Portage Ave. Phone 7098

Winnipeg.

Brandon.

Mr. John Adams, of the Cockshutt Plow Co., Winnipeg, spent a day in the city while on his way to visit points in South-Western Manitoba.

Mr. W. Lidster, of the road staff of the Frost & Wood Co., Winnipeg, was in town recently for a day or so.

Mr. D. McNichol, agent for the Massey-Harris Co., at Alexander, Man., visited this city on business recently. He reported business and collections quiet in his district.

Mr. John McIntyre, general collector for the J. I. Case Co., at Winnipeg, was out on a trip a short time ago and stopped over a day here.

Mr. Walter Merrell, of Merrell & Kelly, dealers at Souris, Man., was in town on business since our last report.

Mr. Hamilton, one of the firm of Hamilton Bros., implement dealers at Crandell, Man., was in for the Brandon bonspiel.

Mr. J. E. Ruby, manager of the Frost & Wood Co., and Mr. E. A. Mott, Western manager of the Cockshutt Plow Co., both of Winnipeg, were visitors to the city the latter end of January. While here they concluded all arrangements for the conducting of the business of the two concerns in one warehouse on Twelfth Street. Mr. Mott went on to Regina and Mr. Ruby returned direct to the 'Peg.

The Brandon Fair Board held a meeting a short time ago when they definitely decided to stand by their original selection of dates, viz., July 13th to 17th, despite the fact that these dates clash with those chosen by the board of the Winnipeg Industrial Exhibition. At their meeting they also made a grant of $200 for seed grain at the approaching Winter Fair.

Two large conventions of farmers took place here during January. One was a meeting of those connected with farmers' elevators, and they resolved to form an organization for the mutual protection and advancement of farmers' interests. The other was the annual meeting of the Manitoba Grain Growers' Association, who discussed many important matters, including government ownership of elevators and government hail insurance.

The annual meeting of the Brandon Board of Trade was held on January 29th. Mr. Joseph Cornell, manager of the Central Canada Fire Insurance Co., was elected president. The retiring president, Mr. K. Campbell, in his address dealt very fully with the values of Brandon's manufacturing, jobbing and reatailing businesses of all kinds. According to this report the total value of all manuacturer's products was $2,088,000; all products wholesaled and jobbed, $2,888,000. All drygoods, clothing, furnishings, carpets and millinery retailed equalled in value $890,000. The value of retailed groceries was $590,000; hardware, $385,000; boots and shoes, $170,000; books and stationery, $75,000; drugs, and druggists' sundries, $117,000; furniture, $148,000; lumber, $227,000; harness and saddlery, $35,000; and implements and machinery, $245,000. The number of cars of implements and machinery transferred was 260. The value of total business transacted was $7,741,000. All kinds of freight shipped out of Brandon during the year amounted to 92,380 tons, of sufficient to load 5,138 cars. The total assessment of taxable property last year was $8,502,422, which was an increase of $319,000 over the previous twelve months. Building operations in 1907 aggregated in value to over $700,000.

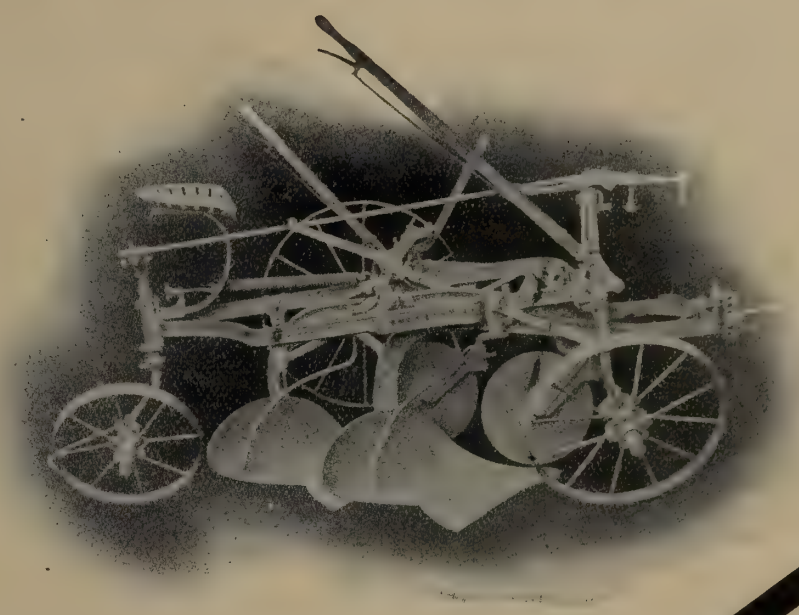
Mr. Thos. Addison is the name of the new manager of the business of Sylvester Bros. Mfg. Co., here. He came from Syracuse, N. Y., where he was connected with the Johnston Harvester Co. For five years before joining the Johnston Co., he was with the American Seeding Machine Co., at Toronto. He has been thirty years in the implement business and comes to his new position with the very highest references, backed by the experience only secured "by doing." We are pleased to welcome him to the implement fraternity of the Wheat city.

Mr. J. Grant, traveller for the North West Thresher Co., here, recently left for a trip through Alberta in the interests of his company. This firm report a few orders coming in from time to time.

"In the realm of the birds, the lark is the Optimism, the crow is the Pessimist. Why be a crow?"

"Fall into line and the sunshine of the home and the glory of trade will reflect the delight of a gracious personality."

NEW ECLIPSE PLOWS



Draft is a matter of pressure.

If there is little friction (pressure) there must be light draft.

In New Eclipse Plows there is absolutely no landside or bottom pressure. The only point of contact is the point of the share. Consequently the draft is light.

Test this assertion in any way and you will fiud it correct.

Details of construction all receive constant care. You cannot find a part that is not adequately strong for its work.

The Perfection of all Riding Plows.

Made by FULLER & JOHNSON MFG. COMPANY,
MADISON, WIS.

The STEWART-NELSON CO., Limited,

General Agents **WINNIPEG.**

Settlements in 1908.

For years and years dealers have been confronted at the end of each season by the problem of collections. It is admitted that one of the greatest needs of the trade at the present time is improved methods in securing settlements.

In the past people in the West have not been as careful in the matter of settling their debts as they ought to have been, with the result that a spirit of laxity has grown up, a condition that will require the combined efforts of the business men of the country to overcome.

It seems to us that commencing business for the season of 1908 dealers should adopt the policy of giving every buyer to understand that settlement will be expected when his account becomes due. If this were consistently done, with its logical result, viz., that settlements would be forced at time of maturity, the credit business of the whole territory would be put on a much safer and sounder basis.

There is little likelihood of banking institutions extending the large lines of credit to business men that have characterized their transactions in the past. Consequently it will require more skilful financing on the part of dealers to make ends meet than heretofore. Manufacturers and jobbers will demand that their paper be met when it is due. This is essential to their continuance in business. Their creditors demand payment for the goods they have supplied, and in order for jobbers and manufacturers to meet their debts they will require settlements from all customers, who in turn will necessarily need to get their money from the farmers.

Every dealer should resolve to make his customers pay on the date their paper reaches maturity. All dealers in every town should follow this course. It is a plan of action capable of producing great results for the benefit of the business in the West.

A Catalogue of Value.

"Modern practice in 'American' centrifugal pump construction," is the title of a very useful and interesting catalogue we have just received from the American Well Works, of Aurora, Ill. From the standpoint of illustrations this list is most excellently and fully supplied and the text is of such a character as to make the book one of reference value to every man interested. In it is to be found much useful hydraulic information, rules for determining size and speed of pulleys or gears, tables showing capacity of standard irrigation ditches and canals, testimonials regarding the merit of the company's products as well as much other data of use and value. Dealers should write the company at Aurora, Ill., requesting a copy of this catalogue.

LLOYD'S

Handy Low-Down Suspension Spring Wagon Seat.

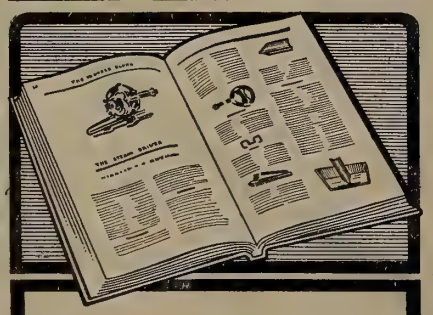
The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Order your wagons without seats and order your seats from us. By so doing you will make more money and give better satisfaction. Farmers will choose this seat in preference over any other every time.

Write for quotations at once to

Wawanesa Wagon Seat Co.,

WAWANESA, MAN.



Well Driller's Instruction Book Free

This handsome volume has been prepared by men who have spent a lifetime in drilling wells It is philosophic, accurate and complete. Illustrated with hundreds of plates showing every detail of the process. After mastering its contents you will be fully qualified to handle a steam drilling machine and a prosperous contracting business. It explains how a good man with a good machine will in three years make an independent FORTUNE IN WATER WELL DRILLING. It contains the names of scores of men who have done it. Write Dept. 18.

FREE ON REQUEST.

KEYSTONE DRILLER CO.,

BEAVER FALLS, PA.

The Retail Implement Dealer.

By George F. Carpenter in Farm Implements.

We think that the retail implement dealer is justly entitled to begin his name John Smith & Co., B.P.O.E. For certainly the implement dealers of the country are the "best people on earth." True, they have their faults and failings like all other mortals, but for true hustling ability, enthusiasm, stick-to-it-iveness and a general disposition to get to the front, we know of no class of business men that excels them. When frosts come and kill the flax, hail storms wipe out acres of fine wheat crop in the summer, and things generally look discouraging, the implement dealer helps his customers out to the limit, by extending their notes and looking forward to next year when crops will be better. He is a genuine enthusiast all along the line. When you find one who is an exception and is inclined to look on the dark side of life all the time, you will find that sooner or later he gradually drifts out of the implement business and becomes an undertaker or a county auditor on the populist ticket.

A little advice from one who has seen some of his own errors and some of the errors of others, may not be out of place. A great many implement dealers are disposed to grant too liberal terms to their customers for their own good. The manufacturer of farm machinery and vehicles for some time past has been facing the question of an increase in the cost of raw material and labor, and while he has been able to get an increased price for his product, he has not been able to get as much of an increase for the goods he manufactures as is warranted by the increase in the price he has had to pay for the material that goes into his product In other words, the manufacturer has to some extent absorbed the increased cost. He has tried to overcome this as much as possible by gradually shortening terms and getting his money a little quicker than formerly. In the olden days there were large profits to the manufacturer, and he was willing to and did grant long and liberal terms; and if, by reason of so doing, he at the end of the year faced a considerable loss one way or another, he still was able to make good, because he was making a big profit.

Those conditions have passed away and probably will never return. There is already a movement on foot among the manufacturers of implements and vehicles to make still more radical change in the shortening of terms to the retail dealer. If the terms now advocated by the manufacturers are put into effect, it will mean the placing of the retail implement business on practically a spot cash basis. In all probability, in time that will bring good results both to the dealer and to the manufacturer. In the meantime, while these changes have been going on, the retail dealer has not been able to advance his prices to correspond with the increased price that he has had to pay the manufacturer and jobber. He has absorbed a considerable portion of the increase himself and has continued to sell his goods on longer terms than he himself was able to obtain. This means that he has had to put his own money into carrying the notes of his customers, or has been obliged to go to the bank and borrow the money; and, in either event, he is finding himself carrying a lot of long time paper on a basis that has not given him the proper amount of profit. If he had sold his goods at the prices he formerly sold at, but had sold them for cash instead of selling them on one or two years' time, he might have turned his stock over at a fair margin of profit and been able to meet his own bills promptly and everything been all right; but he sold them at what ought to have been cash prices, and sold them on long time.

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER
TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold. Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY **FRAZER LUBRICATOR CO.**

FACTORIES: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,

WINNIPEG, MANITOBA.

Out of a hundred notes he has taken there will probably be one that will be perhaps a total loss; there will be three or four that will be very long-winded and slow, and there will be twenty that he will have to carry over until another year, in whole or in part. It is easy to see, therefore, that he is not making the profits he ought to, if he takes such risks. He is at great expense for the collection of the notes. He doubtless maintains a team or an automobile, and one or two solicitors or collectors. He has a certain amount of other fixed expense, such as rent, insurance, taxes, in addition to his own family living; for, with all his other virtues, the implement man is a believer in home life and usually has a little fireside around which centers his first interest.

We think that the dealer who is selling goods at retail on time should not sell them on longer terms than he himself gets from the manufacturer or jobber. If the terms of the jobber are November 1st on drills, how can the retailer afford to sell drills and accept the purchaser's notes, one-half due this fall and one-half due a year later? Possibly the notes accepted in payment run without interest until November 1st, and when November 1st comes the dealer is obliged to carry over the note due this year; so that, while he has had to pay for the drill on the first day of November, he does not realize anything out of it until a year later. By that time, because of the fact that both notes are due and there is an accumulation of interest, the farmer is able to pay only half, and the dealer is obliged to carry the balance another year.

The question of shorter terms is sure to come, and the retail dealer of the northwest must begin at once, if he has not already begun, to adapt himself to the new conditions. He must sell his goods for cash, or he must endeavor to get paper of such class that he can take it to the bank and discount it and enable him to get money sufficient to meet his own obligations to the manufacturer and jobber when they come due, which they aim to make the early part of the summer, such as June or July.

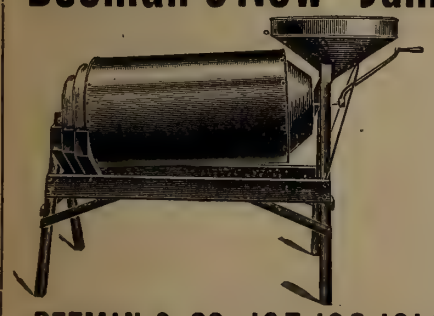
Of course, if a dealer has a large amount of capital at his command and wishes for an investment, by being careful and getting a good class of paper he can sell goods and keep them drawing interest for him. And if he has enough money to pay his own bills, he can handle his business in that way, as it simply works out that he is both banker and dealer. Not many of the retail dealers are financially able to carry such a load and do any great amount of business. The putting into effect of the new terms, as proposed, will have a tendency to curtail the amount of business done. Will it not, however, be better for both the retailer and the consumer to have these matters of credit limited to some extent, and get things down closer to the plan of "pay as you go?"

Some of the dealers of the country are not careful enough in attending to their correspondence. Business letters sent to them asking for information or relating to some business transaction, remain unanswered. In pursuing the work of the Implement Dealers' Association we have frequently been compelled to write three or four times to a dealer and, although stamped envelope was enclosed and the matter of as much importance to him as anyone, we have been unable to get any reply whatever. Wholesale houses complain that they are unable to get any response from dealers to letters written them regarding their accounts or other important matters. Now, it may be that the dealer is unable to promptly pay an account when it becomes due. He is in duty bound, however, if such is the case, to write to his creditor and explain the situation. It frequently happens, however, that instead of doing this, he ignores the matter entirely. When the creditor writes, asking why the account is not paid, he makes no reply to the letter. Later on, when the creditor makes draft on him at sight, he tells the bank that he will not pay the draft, but will write; and the banker returns the draft and the dealer fails to write any explanation whatever. This is not courteous; it is not business; and it is detrimental to the dealer's credit. All these little things are remembered, and when the next order comes in to the wholesale house and passes into the hands of the credit man, all of these little items are looked up and given due consideration.

If you are unable to pay a bill that you owe, promptly on the day that it is due, be there with an explanation as to why you are unable to pay. If possible, send a small remittance. Even though it may be small, it will show your good intentions, and there is no house in the world doing a credit business but what will take notice that you are endeavoring to do the best you can. Follow this up a few days later, if you possibly can, with another small remittance, and state frankly to your creditor when he may expect a further remittance from you, and just what you have reason to think you will be able to do with his account.

Right in this connection it might not be out of place to give a little advice as to how to buy goods. If you have the money to pay for everything promptly on the day it

Beeman's New "Jumbo" Grain Cleaner



Guaranteed capacity on wheat 100 bushels per hour.

Just the machine for Cleaning **Grain for Market** on account of its large capacity and an absolute necessity in Cleaning **Grain for Seed.**

The "Jumbo" is sold on a guarantee to do **better work and more of it** in all kinds of grain and seeds than any other cleaner. This is why the "Jumbo" Cleaners are so easily sold at a good profit.

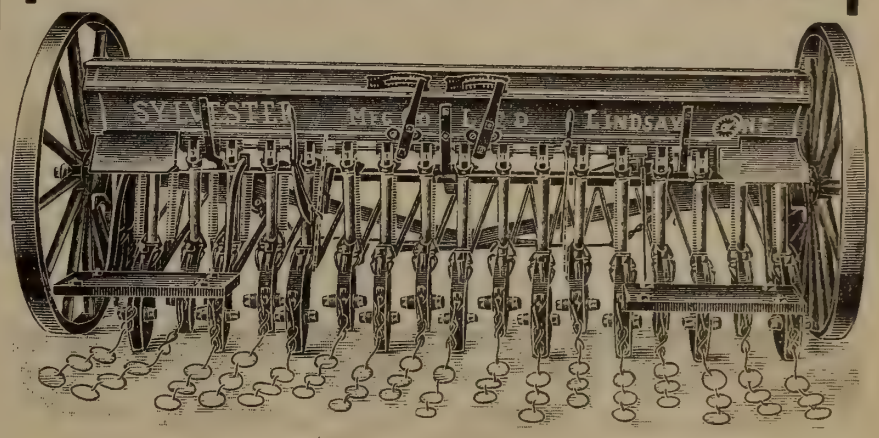
We give exclusive sale to dealers and do not sell farmers where we have an agent. Why not sell the farmers what they want? Write today and secure the agency.

BEEMAN & CO., 127-129-131 Higgins Ave., Winnipeg, Man.

BRADSTREET'S

Established 1849 Capital and Surplus $1,500,000
Offices throughout the civilized world. Correspondence invited.
EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.
OFFICES IN CANADA—Halifax, N S., Montreal, Que., St. John, N.B., Hamilton, Ont. Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Vancouver, B C.
C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

THE SYLVESTER LINE



Sylvester Double Disc Drill

Stephenson's Patent

8 of these (22 size) on the biggest farm in Canada. Interchangeable for single Disc, Double Discs or Drag Shoes. The best known drill in the Canadian West. Guaranteed the best.

Scotch Clip Harrows Disc Harrows Land Rollers
Cultivators Gasoline Engines.

Sylvester Mfg. Co. Ltd.

Factory: Lindsay, Ont. BRANDON, Man.

Tudhope, Anderson & Co., Limited,

Transfer Warehouses at Winnipeg, Regina and Calgary.

is due, you can, of course, buy wherever you see fit; but if you are buying on credit and are buying in large quantities, it is a much better plan to confine your purchases as closely as possible to one or two houses, rather than to have them scattered among a dozen different concerns, as is the case with some dealers. In case you are hard up, and unable to promptly meet every obligation on the day it is due, if you owe $50 or $100 each to a number of different houses, each will think the amount so small that you certainly ought to pay, and will insist on payment. Each will also know that you have been buying from a number of other people, and will naturally want to get their money before somebody else gets it. If your purchases have all been made of one or two houses, and you find yourself unable to meet the entire bill promptly, you will be able to pay a part, inasmuch as you will have no other bills to pay. You can explain the situation, and they knowing all about it, and knowing you are not owing other people, will give you every consideration consistent with good business in helping you to work out of the difficulty. These are matters which should be considered when you are buying goods. Of course, you may not think you are asking for consideration at the hand of anyone, but there is no telling how matters are going to shape themselves. Circumstances over which you have no control may result in a different state of affairs than you anticipated, and you may be compelled to ask accommodations from your creditors.

In the matter of asking for allowances for free repairs, and donations of different kinds, do not ask for anything but what you are clearly entitled to. Some dealers, we are sorry to say, feel that they can with impunity ask the jobber or manufacturer to give them credit for plow shares or other parts donated, which possibly they have never donated at all to replace defective parts, but have given in order to make a sale; or some good customer has come in and tried to get an extra plow-lay because he broke one by running into a stone, and the dealer has given it, thinking he would thereby make a friend of the farmer who got the articles, and would be nothing out himself, as he would charge it up to the manufacturer. You may possibly fool the travelling man for the wholesale house once or twice in that way, but eventually he will find out something about it and then he will be on the watch for you and you will not be given credit for things that you are justly entitled to. In other words: It reacts and you get the worst of it.

Implement dealers, as a class, are not careful enough in small things. When a freight bill is presented, covering shipment of goods from the cities to your station, how many of you know whether you have paid the proper rate or not? The goods may have been billed at first-class rate when they should go at second-class rate, or possibly third class. The railway agent is going to protect himself against his auditing department, and is not going to make delivery at a less rate than the shipment should bring; and if there is any question, he is going to raise it up to the highest rate, feeling that it can be reduced and a refund made of the over-charge, if necessary; but after the goods have been delivered and the freight paid, it is a difficult matter to collect.

If you do not already have one, get from your railroad agent a copy of the current classification lists; then get an official distance tariff from the general freight office, and you can figure out for yourself exactly what the proper rate is on any article or commodity that you may handle. Generally speaking, you can get the local agent to correct the rate if he has not already; but if not pay the freight bill and file claim with the general office for a refund of the overcharge, and if you are entitled to it and can show clearly that you are, it will be paid.

In filing claims with the railroad company, however, be very careful before you file them that the claim is absolutely correct. Do not think that because it is a railroad company, and they will probably jew you down on the claim, that it is best for you to file it for an excessive amount, figuring that, if it is finally allowed at half of what you claim, you will still be all right. The officers and clerks of the claims department of any of the large railroad companies are each experts in their line. They know what the rates are and in fact the value of things; they well know everything about their particular line of business, and you cannot fool them for a minute. If you file a claim for an excessive amount, it is very quickly detected and you are asked to explain why; and, knowing that you are wrong yourself, you have the poorest kind of an argument. If your claim is absolutely right to start with, and you know it is right, stick to it until the claim is paid in full at that amount.

(To be continued in March issue.)

How Donald Won.

A severe frost had set in, which rejoiced the hearts of all curlers, among whom was old Donald Mclean, the genial blacksmith of a Scottish village. His better half, however, had a bitter dislike to the "roarin' game," chiefly on account of the time spent when she considered he would be better employed looking after his work. The previous season Donald had fairly exasperated her with the number of matches he had played, and the amount of time (and money) lost according to her idea, until she fairly rebelled and his favorite pastime was absolutely forbidden. A brilliant idea struck him one morning, and he remarked to his better half that he intended to go to the match that day. She fumed and stormed at him, but Donald held his peace till she ran out of breath, and then informed her that it was impossible to go to work in such hard frost, as it affected the iron very badly. Of course, she refused to believe any such story, and Donald offered to give her proof if she would go with him to the smiddy. Determined to prove him wrong she did so. Donald lit the fire, and lifting a piece of cast iron he had kept aside for the purpose, he thrust it into the fire, and when it was red-hot seized it with his tongs, laid it on the anvil, and with one blow sent it into fragments. His wife gasped, but, suspecting no trick, turned and left the shop astonished. Donald attended the curling match that day.

FAIRCHILD WAGONS

Have been thoroughly tested and tried by many thousands of farmers, and each year the sales have greatly increased.

THEY ARE

Light Running — Well Finished

Attractive in Appearance

And made by thoroughly experienced Mechanics.

Each wagon is built of the very best materials throughout, every stick of which is perfectly air-dried. Our guarantee is back of them.

Write us **JOHN DEERE PLOW CO., LIMITED**

WINNIPEG REGINA CALGARY

MOLINE PLOW COMPANY

MOLINE, ILLINOIS

Makers of **The Famous Moline Plows and Other Flying Dutchman Farm Tools.**
Henney Buggies. Mandt Wagons and Bob Sleighs.
Light Running National Manure Spreader.
Jobbers of Success Grain Drills and Success Hay Tools.

BRANCH HOUSES:

Kansas Moline Plow Co. - Kansas City, Mo.
Nebraska Moline Plow Co. - Omaha, Neb.
Minnesota Moline Plow Co. - Minneapolis, Minn.
Texas Moline Plow Co. - - Dallas, Texas
Missouri Moline Plow Co. - - St. Louis, Mo.
California Moline Plow Co. - Stockton, Cal.
Western Moline Plow Co., Salt Lake City, Utah
Colorado Moline Plow Co. - Denver, Colorado
Southern Moline Plow Co. - New Orleans, La.
Oklahoma Moline Plow Co., Oklahoma City, Okla
Dakota Moline Plow Co. - Sioux Falls, S. D.
Oregon Moline Plow Co. - - Portland, Oregon

CANADIAN MOLINE PLOW COMPANY Winnipeg, Man.

Visit us when in the City—Take car to Louise Bridge—Our Factory will interest you

Place your orders NOW for Spring delivery of

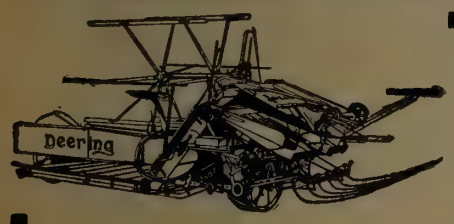
"Hero" Grain Separators

They are sold only through the Trade.

The "Hero" is the best grain separator on the market.
Every machine is built of the best materials procurable.
It excels in thoroughness of work and cleans oats from wheat perfectly.
No other cleaner can compare with the "Hero" for reliability and efficiency.
It gives satisfaction to every user and brings new business to every seller.
If you want the grain separator trade of your district handle the "Hero."
Remember we protect you and give you the best Grain Cleaner offered the public.

Catalogues and full information on request.

HERO MANUFACTURING CO. Ltd., Winnipeg

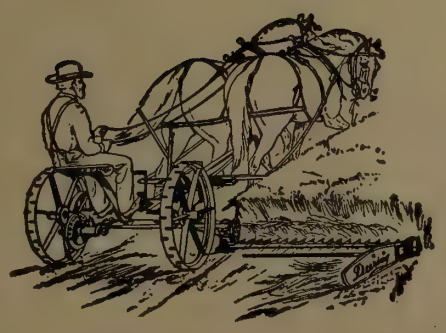


$20,000,000

The Canadian Farmer gets that much

more for his 1907 crop than he did for his 1906 crop

The Canadian farmer is forging ahead. He is ambitious, industrious, and is producing bigger crops each year.



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Secure contract at once to handle the above machines this coming season.

For further particulars see blockman in your locality or write nearest branch house.

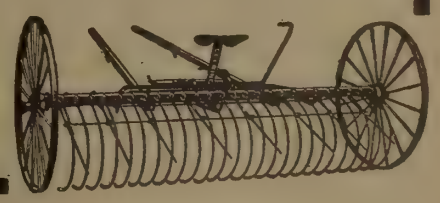
Western Canadian Branch Houses:—

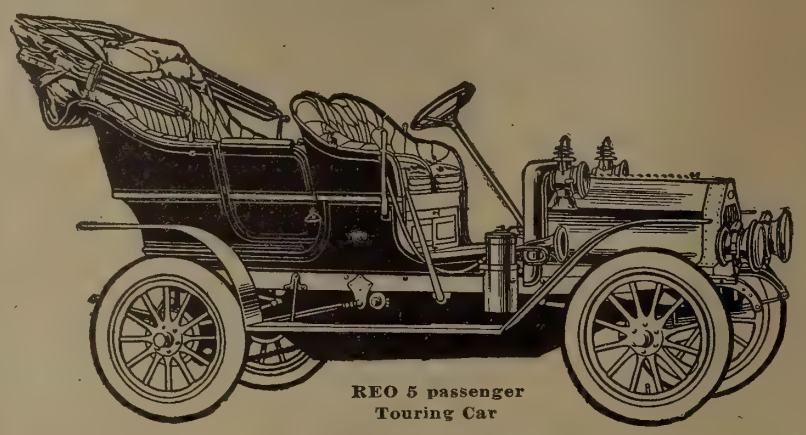
Calgary, Alta. **Regina, Sask.** **Winnipeg. Man.**

INTERNATIONAL HARVESTER CO. OF AMERICA

(Incorporated)

CHICAGO U.S.A.



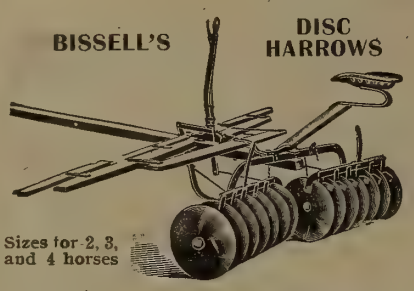


REO 5 passenger Touring Car

REO

More for your Money

The REO gives you more for your money than any other motor car ever built—more power, more speed, more climbing ability, more comfort, more style, more enjoyment, more real all-around satisfaction—and proves it every time it goes out on the road.



Our other lines:

Oldsmobile — Franklin
Ford Automobiles
Brantford Carriages
Maw-Hancock Disc Plows
Lorne Wagons
Empire Pumps
Simplicity Engines

Joseph Maw & Co., Ltd.

Winnipeg, Man.

MR. DEALER,—

If you happen to be in Winnipeg at Bonspiel time be sure and call at our show rooms and look over our lines of

UP-TO-DATE MACHINERY.

OUR NEW CANADIAN GEARED AIRMOTOR

built specially to withstand Western storms is a **veritable giant of the air**—and puts all competitors in the shade.

OUR IMPROVED

STICKNEY GASOLINE ENGINES

have steadily forged to the front and the demand for same is greater than ever—**WHY?** Because they are the simplest—strongest—all round engines for the farmer.

OUR NEW FRICTIONLESS

Empire Cream Separator

IS THE

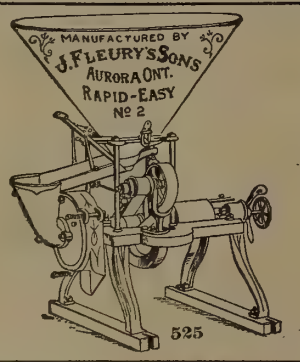
Lightest Running, Closest Skimmer on the market.

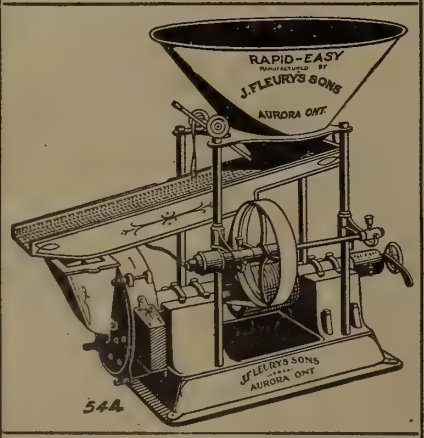
We have also **THE BEST** and **LARGEST** stocks of **WELL DRILLING MACHINERY, PUMPS, TANKS, GRINDERS, FEED CUTTERS, HORSE POWERS** and **STEEL LAWN SWINGS** in the West.

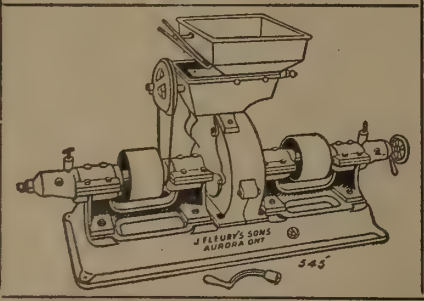
Ontario Wind Engine and Pump Co.,

LIMITED,

Logan, Chambers and Henry Avenues. WINNIPEG.







"Rapid-Easy" Grinders

do **more work** with **same power** than any other. In **sizes** to suit **all powers. The largest line** made in Canada.

We show here machines of three **classes:**

525 for home work with any sort of power; several sizes.

"I don't think there is a machine of **any other make** equal to the **"Rapid-Easy"** for ease of running and it does a **grand job."**—Wm. McKay, Ross P.O. Ont.

544 for **custom work** (stationary or for moving from place to place).

"The **No. 7 is a 'Dandy.'"**—Geo. Lewis, Osgoode Station, Ont.

545 ATTRITION MILLS, for **elevators, mills,** etc.; **finest** work and **greatest capacity.**

"I had a —— Grinder 18 inch with Plates before yours. To grind with it took **more power** and could not grind **any more in a day** than with your **13 inch Grinder."**—J. S. Gallagher, Harrowsmith, Ont.

JOHN DEERE PLOW CO. Ltd.

WINNIPEG REGINA CALGARY

SOLE AGENTS

Manufactured by

J. FLEURY'S SONS

AURORA, ONT.

Medals and Diplomas: World's Fair, Chicago and Paris.

Wilkinson Wagons

WHAT'S UNDER THE PAINT?

When you sell your customer a "Wilkinson" Wagon you can give him positive assurance that the wood work is all the best air-dried stock, carefully selected from timber owned by the manufacturer and put together by men who have been at the work a lifetime.

The ironing is distributed evenly and properly—no superfluous parts and on the other hand nothing skimped. Always enough and just where it is required.

Painted well, too, but the stuff under the paint is what counts. It has earned the name:—

"The Light Running Wilkinson"

The Stewart-Nelson Co., Limited,

General Agents WINNIPEG.

CANADIAN FARM IMPLEMENTS

VOL. VII, No. 3. WINNIPEG, MAN., MARCH, 1908. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

UNION BANK OF CANADA.

CAPITAL AUTHORIZED - $4 000,000 CAPITAL PAID UP - $3.136,960
REST - $1,600,000

Hon. John Sharples, President. G. H. Balfour, General Manager.

WESTERN HEAD OFFICE STAFF:
H. B. Shaw, Superintendent. F. W. S. Crispo, Inspector.
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SASKATCHEWAN.—Arcola, Asquith, Carlyle, Craik, Cupar, Esterhazy, Fillmore, Humbolt, Indian Head, Lanigan, Lemberg, Lumsden, Maple Creek, Moose Jaw, Moosomin, Milestone, Oxbow, Pense, Qu'Appelle, Regina, Saskatoon, (Sask. Rosedale Br.), Sintaluta, Strassburg, Swift Current, Wapella, Weyburn, Wolseley, Yorkton.

ALBERTA.—Airdrie, Blairmore, Bowden, Calgary, Cardston, Carstairs. Claresholm, Cochrane, Cowley, Edmonton, Ft. Saskatchewan, Frank, High River, Didsbury, Innisfail, Lacombe, Lethbridge, MacLeod, Medicine Hat, Okotoks, Pincher Creek.

ONTARIO—Ft. William BRITISH COLUMBIA—Vancouver.

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Interest allowed quarterly on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.

HARDWOODS - - -

Manufacturers and Importers of Vehicle Wood goods of all kinds.
We make a Specialty of carrying Hardwoods suitable for the Implement Trade.
We are also the largest Dealers in Hardwood Lumber in the West and solicit your enquiries for either car lots or small quantities for local shipment.

D. Ackland & Son, Ltd.,

65 to 68 Higgins Ave., **Winnipeg, Man,**

BRADSTREET'S

Established 1849 Capital and Surplus $1,500,000
Offices throughout the civilized world. Correspondence invited.
EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.
OFFICES IN CANADA—Halifax, N S., Montreal, Que., St. John, N.B, Hamilton, Ont. Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que, Vancouver, B C.
C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

WATSON'S ALL STEEL CHANNEL HARROW AND WATSON'S "BOSS" WOOD HARROW

BRING and HOLD TRADE.

NOTICE.—It is DIFFERENT in CONSTRUCTION from OTHERS. More channel steel.
Every tooth on line of draught.
These Harrows will not "creep."

JOHN WATSON M'F'G. CO. LIMITED, WINNIPEG, Man.

Further particulars cheerfully given.

Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. Does not injure the rope in locking. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Vokes Hardware Co., Toronto
F. Hamilton & Co, Hamilton
The Burr Mfg. Co., 156 Viaduct Cleveland, Ohio

MILLER, MORSE HARDWARE CO., LIMITED
WINNIPEG, CANADA

GALVANIZED STEEL SHINGLES
CORRUGATED SHEETS
ORNAMENTAL STEEL SIDINGS
EMBOSSED METAL CEILINGS
Building Materials of every Description in
SHEET METAL

ROCK FACED STONE SIDING

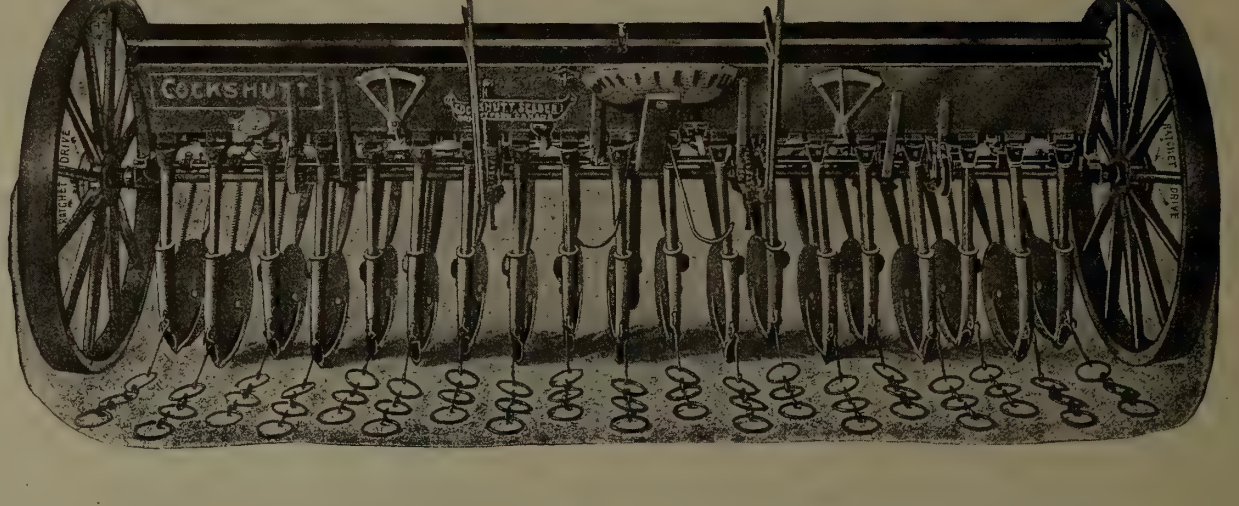
Tell us all about your requirements and ask for our latest Catalog.

CLARE & BROCKEST

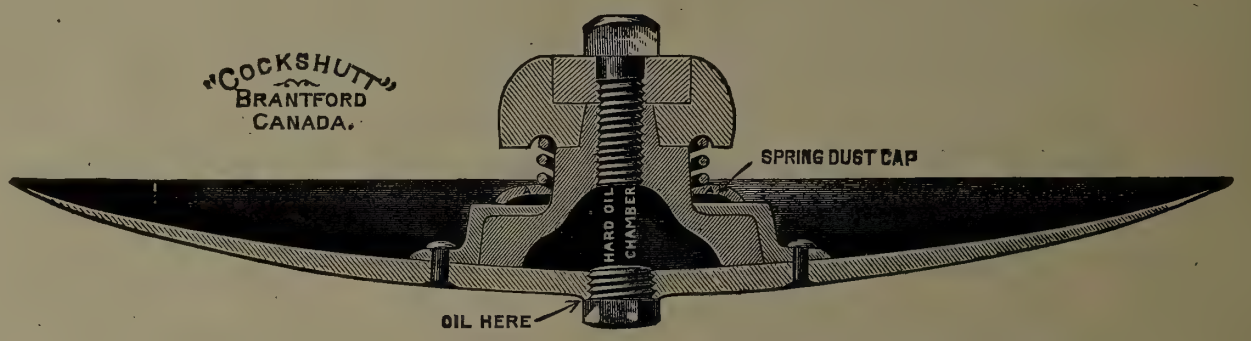
246 Princess Street, Winnipeg, Man.

COCKSHUTT DRILLS

Single Disc, Double Disc and Shoe



Have a reputation for accuracy, strength, durability and satisfactory work that guarantees a sale. The Drill does the rest. Once taken to the farm it remains there, an object lesson of what a drill should be, and continues to be for years to come a convincing advertisement for the Company who made it and the dealer who sold it. When the sale is made the dealer's troubles are ended. No experting is needed to make it work.



The construction of the **Cockshutt Single Disc Bearings** when fully understood and explained to the prospective customer never fails to sell. They are chilled hard as flint, are absolutely dust proof, and run constantly in a bed of oil. The friction is thus at a minimum and the bearings are practically indestructible. The oil chamber is large and retains every drop until the oil is worn out. The chamber is filled with hard oil before leaving the factory and will run the first season without further attention. To re-oil simply remove the screw-cap and insert the hard oil. The fault of many drills is that the bearings get gummed and cut with dust. Our spring dust cap is an absolute protection from this trouble. An examination of any of our single disc bearings that have been in use for many years will substantiate the truth of the above statements.

Cockshutt Plow Co. Limited

WINNIPEG REGINA CALGARY

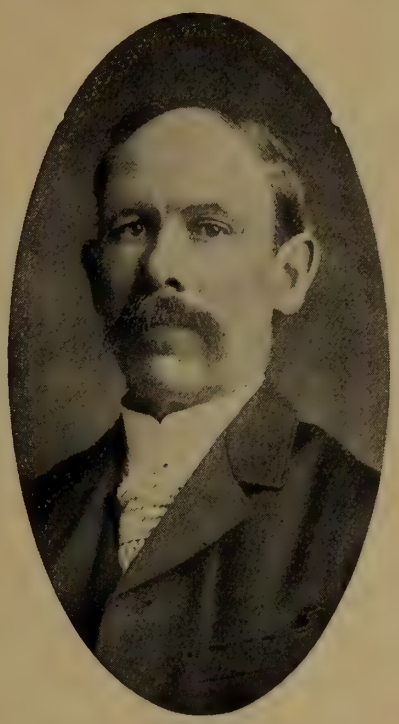
CANADIAN FARM IMPLEMENTS

Vol. VII, No. 3 | WINNIPEG, MAN., MARCH, 1908. | SUBSCRIPTION PRICE } Per Copy, 5c. Per Year, 50c

MANITOBA DEALERS ORGANIZE AN ASSOCIATION.

Meeting Held at Pilot Mound, Officers Elected and Constitution Adopted.

W Winram, Manitou
Secretary Treasurer



J. P. McKibbin, Cartwright
President

J. C. Reid, Deloraine
Vice-President

For some months past rumors have been current in trade circles to the effect that the formation of a dealers' association was merely a question of time. It is no longer that. An association has been formed. Initiative in this connection was taken by the implement and vehicle dealers living along the Deloraine line in Southern Manitoba. A few weeks ago they met at Pilot Mound, Man., for the purpose of discussing the subject and exchanging views concerning it. All those who attended, and there was a very representative gathering of those handling implements on the Deloraine branch, were most enthusiastic concerning the project, with the result that an organization to be known as the Manitoba Retail Implement Dealers' Association is an accomplished fact. At this meeting officers and directors were elected for the ensuing year and a constitution was adopted.

The following are the officials of the new Association:

President, J. P. McKibbin, Cartwright, Man.; Vice-president, J. C. Reid, Deloraine, Man.; Secretary-Treasurer, William Winram, Manitou, Man.; Directors: James Duncan, Melita; Melvin Ryan, Waskada; Robert Musgrove, Boissevain; George Winram, Killarney; Adam Maxwell, Snowflake; James Winram, Pilot Mound, and L. Watson, Morden.

The Constitution adopted by the Association is as follows:

RESOLUTIONS.

Whereas the business of selling implements has been made unprofitable and unpleasant through dealers trading in old machines, over-stocking, selling on next year's terms, trespassing on each other's territories, cutting prices, etc., etc., besides the outside evils and impositions of corporations.

Therefore, Resolved:

1st. We recognize the need of the Manitoba Retail Implement Dealers' Association as a means of uniting our forces to do business in a business way, to respect each other and bring about a fraternal feeling among the implement dealers toward each other.

2nd. That attempting to build up our individual trade by taking unfair advantage of our competitors, demoralizes business, and reacts, bringing loss to all concerned.

3rd. That dealers in every town should meet together and discuss their business relations in a frank and friendly manner, and come to an amicable understanding as to terms and prices and any other matters in connection with their business.

4th. That the members of this association pledge themselves in so far as it is possible to a cheerful compliance with these resolutions.

CONSTITUTION.

The aims of this association shall be:—

(a) The mutual protection of its members in granting credit to parties whose financial standing does not justify the sale by having all such cases reported to the secretary-treasurer who will then notify all members of the association.

President's Salutatory.

Learning of the formation of the Manitoba Retail Implement Dealers' Association we immediately wrote Mr. J. P. McKibbin, of Cartwright, Man., President of the new organization, requesting that he send us a brief salutatory on behalf of the association. In response he stated he could find nothing more appropriate than the following, which appears on the back page of their Constitution. It says: "Retail dealers. It is a duty which you owe to yourself, your family, and the vocation to join this association, and to urge all your brother dealers to unite with us and help elevate the trade into a more profitable and honorable position, equal to any other business in the world. In so doing you help yourself, your fellow laborers and all legitimate jobbers and manufacturers and the farmers also. We antagonize no one who is trying to do a legitimate business either wholesale or retail. Remember that you have a part to perform in this great work and that others cannot do your duty for you, you must do it yourself without fear or favor. Make the Manitoba Retail Implement Dealers' Association equal to any, and second to none."

(b) An equitable adjustment of freight and express rates.

(c) Any other grievance which may from time to time be reported to the Secretary.

ARTICLES.

1. The title of this association shall be "The Manitoba Retail Implement Dealers' Association" and shall have for its object the mutual benefit and protection of its members.

2. The officers of this association shall consist of a president, vice-president, and eight or more directors, who shall be elected by the association at its annual meeting, and a secretary who shall be elected by a board of directors.

3. There shall be an official board of members composed of the president, vice-president, secretary and directors of this association, who shall meet from time to time at the call of the president.

4. It shall be the duty of the president to preside at all meetings of the association and board of directors, and he shall sign all papers and documents which ordinarily require the signature of a presiding officer.

5. It shall be the duty of the vice-president to assist the president in the performance of his duties and in the absence of the president to preside at all meetings of the association.

6. The secretary shall have charge of the funds of the association which he shall use only as authorized by the association, board of directors or the president. He shall keep a strict account of all receipts and expenditures and render a full and correct report of the same at each annual meeting.

7. The secretary shall furnish a good and sufficient bond, in such amount as shall be fixed from time to time by the board of directors.

8. He shall keep a record of all meetings of the association and the official board.

9. He shall answer and place on file all communications and notify each member of the association of its meetings not less than ten days prior to the same.

10. He shall keep a correct list of the membership of the association and the same published in the official publication with the report of the annual meeting.

11. In case of withdrawal, suspension or expulsion of any member of the association, the secretary shall notify all the dealers of the adjoining district.

12. There shall be two auditors, one elected at the annual meeting and one appointed by the directors, to audit the secretary's accounts, at least once a year and make a report of the same to the association.

13. The annual meeting of this association shall be at such time and place as may be fixed by the president.

BY-LAWS.

All compensation of officers or committees shall be fixed by the board of directors.

Membership fee shall be $5.00 and membership transferable only by consent of directors.

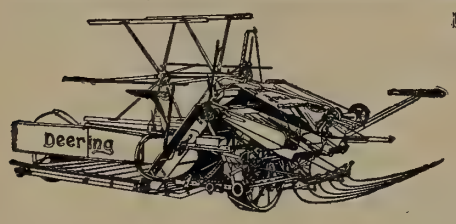
No persons or firm who practices the trailing of carriage goods shall be eligible to membership in this association, and any wholesaler who does the same, or who furnishes such goods for such purpose shall be considered as violating the provisions of these by-laws.

The by-laws of the association may be revised at any meeting of this association by a two-third vote of the members present.

PLAN OF CAMPAIGN.

At the Pilot Mound meeting considerable discussion took place relative to the best plan of getting all dealers interested. After much consultation it was the consensus of opinion of those present that the most feasible method would be to divide the province up into districts about the size of the Dominion electoral divisions. Each of these districts will have a separate and independent organization, officered by a president, vice-president, secretary-treasurer, and a director in each large town of the district. Over all and in harmonious conjunction with each district unit will be a general provincial association having a president, vice-president, secretary-treasurer, and a board of directors composed of the presidents and secretaries of directors, who shall be elected by each of the district divisions.

The officers of the new organization were in the city recently and while here we had the pleasure of a chat with them. They were most enthusiastic concerning the Association's possibilities and extremely anxious that every man interested in the retail get in touch with it. They stated that a most vigorous canvass would be made for members, and those in charge were most optimistic regarding a useful and beneficial organization.



$20,000,000

The Canadian Farmer gets that much more for his 1907 Crop than he did for his 1906 Crop.

The Canadian farmer is forging ahead. He is ambitious, industrious, and is producing bigger crops each year.

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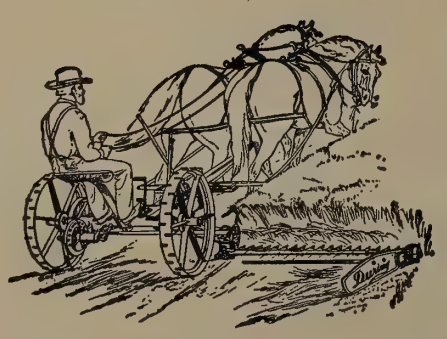

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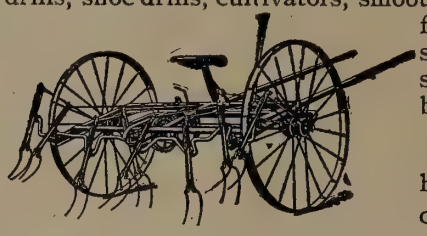


Secure contract at once to handle the above machines this coming season.

For further particulars see blockman in your locality or write nearest branch house.

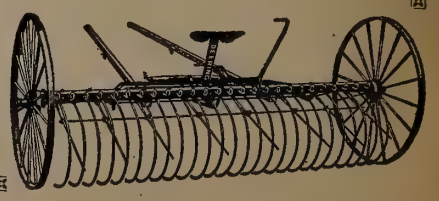
Western Canadian Branch Houses :—

Calgary, Alta. **Regina, Sask.** **Winnipeg. Man.**

INTERNATIONAL HARVESTER COMPANY OF AMERICA,

(Incorporated)

CHICAGO **U.S.A.**



Regina.

The weather this winter has been exceptionally fine, and has done much to make the people of the West more optimistic and hopeful concerning future conditions. Nowhere is this more in evidence than in this city. Only four really cold days have so far been experienced, while but one blizzard is recorded; that taking place February 7th. Compared with our neighbors to the south and our friends to the east, Western Canadians have certainly been living in the "banana belt." Indications are said to be favorable to an early spring, and the men of the implement trade are most sanguine over business prospects.

Alderman L. T. McDonald, Manager of the American-Abell Co., is most enthusiastic concerning the present outlook. He states that his company have more enquiries regarding threshing machinery up to date than they had during the whole of last winter, and are making extensive preparations for big business during 1908.

Mr. D. J. Taylor, Manager of the Cockshutt Plow Co., here, recently returned from a trip to the office of the company at Winnipeg.

Mr. P. Cooper, Manager of the Frost & Wood Co., here, went as far East as Moosomin on the main line recently, and then visited points along the Kirkella branch to Lanigan. He reports a very successful trip.

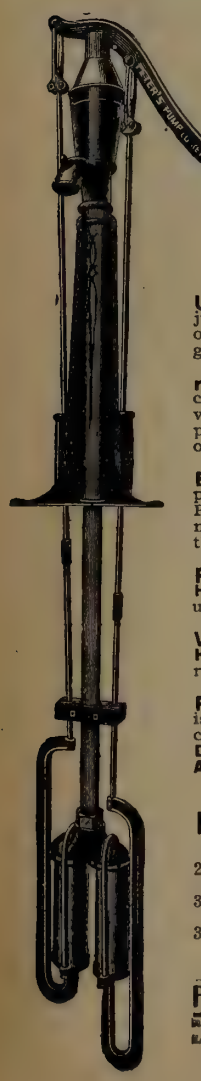
Mr. J. D. Campbell, of the travelling staff of the Frost & Wood Co., here, recently made a trip over the Canadian Northern in the interests of his firm. He stated that business prospects were greatly improved since he last went over the road, and said that both dealers and farmers were becoming more joyous as to the future.

The International Harvester Co. recently moved into their fine new building on Dewdney Street. This is a brick structure, 100 x 67 feet, three stories and basement. The offices are all furnished in hardwood, steam heated, and modernly fitted in every particular. An electrical elevator reaches all floors, and there is a platform 250 feet long, which gives the company ample space for loading five cars at a time. It is stated that the company will erect a single storey building 100 x 96 feet during the coming summer, which will be devoted exclusively to storage purposes.

Regina has been taking a very active part in the matter of protesting the freight schedules which became effective November 25th last. Delegates attended the meeting of the Railway Commissioners in Winnipeg, and subsequently Mr. H. W. Laird and Alderman L. T. McDonald went to Ottawa to attend the sittings of the Board there. They returned to this city fully confident that the Commission will order a re-adjustment of the rates at a very early date.

The annual meeting of the Board of Trade was held on February 6th. The Council was increased by adding a second vice-president and six additional councillors. Implement interests are well represented by Mr. P. Cooper, Manager of the Frost & Wood Co.; Mr. D. J. Taylor, Manager of the Cockshutt Plow Co.; Mr. W. P. Wells, Manager of the International Harvester Co.; and Alderman L. T. McDonald, Manager of the American-Abell Co. One feature of the meeting was the admirable report presented by Mr. H. C. Lawson, Secretary-Treasurer of the Board. He pointed out to the members the necessity of bringing influence to bear on the City Council in order to have the city census taken at an early date. This is essential if the Government is to grant free city delivery. The revenues of the Post Office are in excess of the minimum required by the Post Office Department; but there are no figures to prove that the population is sufficient to meet the demands of the officials. He stated that a Clearing House would very likely be started at Regina in a short time. The freight rate matter was very ably discussed and Regina's attitude in connection with it clearly shown. Building permits for the year numbered 420, and totalled in value $1,982,000. The railway traffic receipts for the twelve months amounted to $2,300,000; of which $2,000,000 represents the business done by the Canadian Pacific Railway and the balance by the

Peter's Double-Cylinder Force Pumps



A five year old child can operate them in soft. wells.

The Best for Hand Use—because they work just twice as easy as the ordinary pump; one Plunger Rod balances the other

The Best for Windmill—because they discharge just double as much water as the ordinary pump; this saves 50% wear on **Pump** and **Windmill.**

The Best for Gas Engine — because the power required for this Pump is equally divided, making it much easier for the engine, and less wear.

The Best for Farm Purposes—because with **Hose** attached it may be used to many advantages.

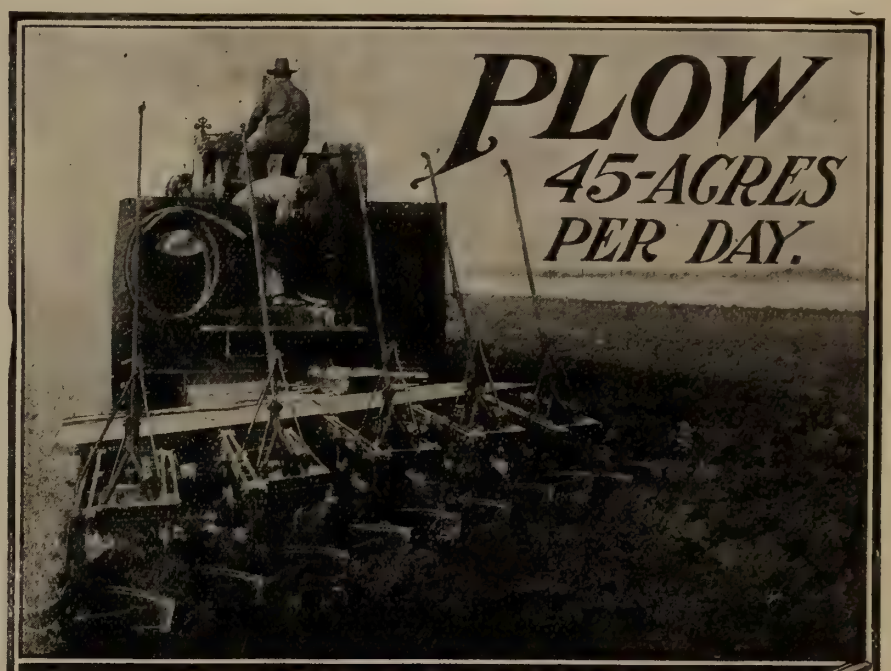
The Best for House Wells — because with **Hose** attached it is a regular Fire Department.

The Best for all Purposes — because it is easy to operate, discharges a steady stream, **Durable, Simple,** and **Always Ready.**

THE WORLD'S
BEST PUMP
Made in Three Sizes.

2½-in. Double Cylinders for 1-inch pipe.
3-in Double Cylinders for 1¼-inch pipe
3½-in. Double Cylinders for 1½-in. pipe.

Write at once to
PARLIN & ORENDORFF CANADIAN PLOW CO.
Winnipeg, Manitoba.



An engine gang must be strong. It must be flexible. Any one of the plows must pass over a ridge or into a ditch without affecting the level running of the other plows. There must NOT be too many levers.

John Deere Big Engine Gang

Has Steel Frame with Extensions so 10, 12 or 14 Bottoms can be used

You can use ten, twelve or fourteen bottoms as conditions may require — no trouble to make the change. Each "gang" has two plows that are operated by one lever. If you use ten bottoms there will be but five levers to work. Two men can handle both engine and gang. Not necessary to stop engine to raise plows in turning. Can be hitched to any traction engine.

Write for our illustrated circular and full description also letters from men now using this big engine gang. Be sure to mention this paper.

Made only by
Deere & Co.
Moline, Ill.

SCHILD Booklet telling you all about it on application to

John Deere Plow Co. Ltd.

WINNIPEG REGINA CALGARY

Canadian Northern Railway. Custom returns for the year aggregated 100 per cent over the previous season which ended June 30th, 1906; totalling for the twelve months ending June 30th, 1907, the sum of $292,011. There are now ten chartered banks doing business in the city. Over $300,000 was spent by the city for local improvements during 1907. Many other matters of interest were touched upon in this report.

The Trade Paper and the Trade.

Among business men of the present dav specialization is recognized as a fundamental principle. Because of this recognition the trade paper has come to be the important factor that it is in modern commercial and industrial life. There is no disputing the fact that the daily papers are still the mighty powers among the masses, and that the modern magazines are most influential in creating and developing thought; but the trade paper has entered the field as a direct medium between the manufacturers and jobbers and the retailers, with the result that the publication having a general circulation is not now regarded as the most potent force in the up-building of business or the influencing of thought.

The trade paper is in a class by itself. The manufacturer and jobber regard it from the point of view that it creates demand with the retailer, while the latter looks upon it as a source of unbiased information concerning the happenings in the trade circle. It has a restricted circulation, is kept out of the hands of the consumers, and gets into closer touch with the people who read it than any other class of publication. It is these things that have made it so invaluable to manufacturers and jobbers, while the fact that its advertising patronage is confined exclusively to those of this class have made it of inestimable worth to the retailer handling their lines.

We would not deprecate the value of circulars and elegantly printed advertising matter circulated broadcast by manufacturers and jobbers, but because it proceeds from them retailers have a tendency to belittle its importance and value, in other words to take its statements "with a grain of salt." The dealer looks to his trade paper to learn the facts and secure the real information with reference to lines of merchandise, market conditions and general news concerning the particular line in which he is engaged.

Through the trade paper the new things are introduced to the dealer, who in turn brings them prominently before the consumers in his district, and it is because of this system that the retail dealer or merchant is the greatest commercial force known. Manufacturers and jobbers should realize this, and many in fact, most of them do. An order from a retailer is worth many orders from individual consumers. The dealer buys in quantities and sells in single pieces. Manufacturers and jobbers who refuse to consider the trade paper as an advertising medium should take this fact into consideration: that while advertising through a trade paper does not bring numerically as many replies as from some mediums of general advertising, each individual order represents a quantity and steady buying from time to time, whereas the average consumer ordering through a medium carrying general advertising, orders once and possibly never again. Every retail dealer represents a buying community of from two hundred to five hundred people, so it will be readily seen that business secured through a trade paper is the most profitable, the most extensive, and always the most to be desired.

Again the function of the trade publication is to fight the battles of those it represents. In order to accomplish this successfully it must have the loyalty and support of all the trade it represents, Few men realize the work, expense, time and effort that it requires to produce a modern trade journal. It is because the publisher has the support and encouragement of the dealer, the jobber, and the manufacturer, that he finds it possible to produce a publication of value to the trade to which he is catering.

The journal devoted to some particular line of business is ever working in the interests of those connected with that business. It helps the road man because it introduces his goods to the prospective buyer before the salesman gets to him. It keeps the retailer posted and abreast of the times and is ever ready to boost the trade. It is the great force that puts the new ideas, the new things, the new thoughts before those connected with the business it represents in a condensed and crystalized form. It is the cement that holds the business structure together and every man in business should extend his aid and help to the trade paper.

More Money for the Dealer

The dealer is in business to make all the money he can. It is a well known fact that the vehicle dealers who have been most successful have been the men who have built up a trade on "Quality" goods like the

Studebaker

South Bend, Indiana

Some splendid opportunities open for good reliable dealers. Write us for available territory and inducements to "Studebaker" dealers. Studebaker Brothers Manufacturing Company, South Bend, Indiana.

Mention this advertisement and this paper

Calgary.

Mr. J. A. Latimer, Manager of the Cockshutt Plow Co., here, recently returned from attending the Winnipeg Bonspiel. Previous to going East he made a trip to British Columbia points, taking in the large coast cities.

Mr. W. J. McCallum, blockman for the International Harvester Co, at Edmonton, visited friends in the East during the past month. He was absent about three weeks.

Mr. J. P. Minhinnick, General Agent for the Frost & Wood Co., here, made a trip to both Northern and Southern points since my last budget of correspondence.

Mr. Wm. Jamieson, who has had charge of the local business of the Massey-Harris Co., for the past year, has severed his connection with the firm. His successor has not yet been appointed.

Mr. T. J. Morris, the former well-known implement man, now in charge of the Collection Department of the International Harvester Co., at Edmonton, spent a few days here a short time ago.

Mr. A. Crossfield, representative of the Studebaker Bros. Mfg. Co., of South Bend, Ind., was in the city for several days during the past couple of weeks in the interest of the wagons made by this firm.

Mr. H. A. Dunn, Manager for the John Deere Plow Co., at this point, was in Winnipeg attending the annual Bonspiel. Since his return he has been confined to his bed with a severe attack of La Grippe. Latest reports were to the effect that he was making rapid progress toward his usual good health and expected to be around in the course of a few days.

Mr. John Shields, who has charge of the Northern section of Alberta for the John Deere Plow Co., was in Calgary during the latter part of February.

The Calgary branch of the Massey-Harris Co., has been favored with a visit from Mr. Thomas Findlay, Assistant General Manager of the company at Toronto. He spent a few days in this city and subsequently made a trip, in company with Mr. W. G. Hunt, Manager of the Alberta branch, over the Southern field, and then took in the Northern territory as far as Edmonton. From there Mr. Findlay returned to Winnipeg via Saskatoon and Regina, while Mr. Hunt returned to Calgary. Mr. Findlay thoroughly enjoyed his trip through the Sunny Province, and was particularly impressed with the delightful weather experienced while here.

Mr. J. A. Brookbank, General Agent for the International Harvester Co., in Alberta, recently returned to his office here from an extended visit to points in the South and East. While away he visited Winnipeg, Hamilton, Chicago, Minneapolis, and a number of other places, but on his return stated that this sunny city has all others beaten as a place to live. He had a most enjoyable time while away.

Mr. S. H. Roe, Manager of Tudhope, Anderson & Co., here, was down visiting Eastern and Southern points during February. While absent from his office here he visited Winnipeg, Minneapolis, St. Paul, Chicago, and the factory of the Emerson Mfg. Co., at Rockford, Ill. Sam was—like the rest of them—glad to get back to Calgary.

Mr. E. C. Slump, who has been in the retail implement business at High River, Alta., as a member of the firm known as the High River Implement Co., has signed a contract with the J. I. Case T. M. Co., to travel for them in Southern Alberta.

Mr. J. C. Hyndman, of whom you made note in your February issue, has arrived in the city to become Assistant Manager of the International Harvester Co., at this point, under Mr. J. A. Brookbank. Mr. Hyndman held a similar position with the same company at Montreal, has had a long connection with the machine business and is well known to the trade in Eastern Ontario and Quebec.

Sunny Alberta weather still prevails, and the month of February could have easily been mistaken for May. It has been so exceptionally fine that farmers are said to be disking and making other preparations for spring work between this city and Macleod. Collections still continue to be backward. Everybody appears optimistic concerning future business in implements and vehicles in this field.

"Hard luck stories are like overdue notes."

"There are more people dying each day for the lack of a kind word, a pat on the back and a little encouragement, than there are from disease."

Established For Thirty Years.

The Aspinwall Mfg. Co., of Jackson, Mich., and Guelph, Ont., who are represented in Western Canada by the Cockshutt Plow Co., recently forwarded us a copy of their 1908 catalogue dealing with the potato cutters, planters, sprayers, diggers and sorters manufactured by them. In addition they enclosed a little treatise on potato culture by Mr. L. A. Aspinwall. This company have made a specialty in the manufacturing of potato machinery for over thirty years and claim to be the largest and oldest concern in this business today. That their goods are giving satisfaction is evidenced by their statement that their sales for the present season largely exceed those of last year at this time. The company or their representatives will be glad to forward catalogues and full information to dealers desiring same.

"You can't put influence in a glass case."

"The greatest smiler is the greatest healer."

'You are under a real obligation to every man on earth."

Place your orders NOW for Spring delivery of

"Hero" Grain Separators

They are sold only through the Trade.

The "Hero" is the best grain separator on the market.

Every machine is built of the best materials procurable.

It excels in thoroughness of work and cleans oats from wheat perfectly.

No other cleaner can compare with the "Hero" for reliability and efficiency.

It gives satisfaction to every user and brings new business to every seller.

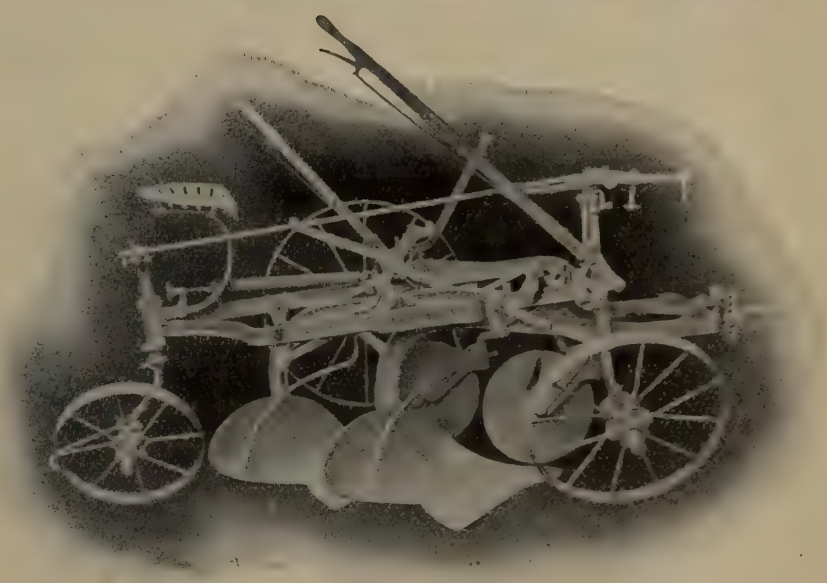
If you want the grain separator trade of your distri handle the "Hero."

Remember we protect you and give you the best Grain Cleaner offered the public.

Catalogues and full information on request

HERO MANUFACTURING CO. Ltd., Winnipeg

NEW ECLIPSE PLOWS



Nine inches—that is the range of lift on the New Eclipse Sulky and Gang.
That is higher than any other.
But—if you want a lower lift, a simple adjustment gives it you in two minutes.
That is worth your consideration.
Always bear in mind that only one point is urged at a time in these advertisements.
Get familiar with these plows by sending in for our catalogue.

The Perfection of all Riding Plows

MADE BY
FULLER & JOHNSON MFG. CO.,
MADISON, WIS.

The Stewart-Nelson Co., Ltd.
General Agents **Winnipeg.**

The Next World's Fair.

Now that the Jamestown Ter-Centennial Exposition has closed, all eyes are turned toward the next great world's fair, the Alaska-Yukon-Pacific Exposition which will be held at Seattle, Washington, opening June 1, and closing October 15, 1909.

This exposition will be held in a section of the country where world's fairs are new and for that and many other reasons it is expected to be a success—beneficially, educationally, artistically and financially.

Work on the grounds and buildings of the exposition is well under way and the management is determined to have everything in readiness by opening day. This has been written about all expositions in late years, but the promise has never been completely fulfilled. The officials of the Alaska-Yukon-Pacific Exposition, however, have started out with a completed-on-opening-day idea above everything else, and if they do not carry out their plan it will not be because Western energy has not been expended in the task.

The Exposition promises to be different from former world's fairs in many ways, but one policy stands out so far above any of the rest that the entire press of the country is commenting favorably about it. No money will be asked from the United States Government to carry on the work. That policy must be conceded as original. All the management desires is for the government to participate in the same manner as foreign countries and the different states, by erecting buildings and installing exhibits therein. Former expositions have been aided by it in many different ways. Outright gifts of large sums of money have been made by Congress to some world's fairs, while others have negotiated loans from Uncle Sam, some of which were paid back and some of which were not.

On June 1, last, before a crowd of fifteen thousand persons, ground breaking ceremonies were held, with many prominent men making addresses. From that date to the present time work has been going on rapidly upon the exposition grounds. Most of the grading and clearing has been finished. All of the principal roadways, avenues, circles and plazas have been completed. The Administration Building has been erected and occupied by the executive force for several months. Contracts have been let for the construction of five large buildings and several small ones. Among these are the Manufacturers' building, Agricultural building, Auditorium, Palace of Fine Arts and Machinery Hall. The three latter buildings will be permanent structures, built of buff brick with terra cotta trimmings. The "A-Y-P-," as it is sometimes called in Seattle, will differ again from some former fairs in that some of its exhibit palaces will be permanent structures. The grounds are located on the property of the Washington University, a state institution, and after the exposition is over the permanent buildings and those substantially built will be taken over by the college to be used for educational purposes.

The purpose of the exposition, which is to exploit Alaska and Yukon and the countries bordering on the Pacific Ocean, is receiving much favorable comment throughout the country.

Open a Branch.

The Empire Cream Separator Co., have decided to open an office here. The Canadian headquarters of the company are in Toronto, Ontario, but in order to more satisfactorily look after their Western interests it has been deemed advisable to establish a branch at Winnipeg. This will be under the joint management of Messrs. H. P. Hansen and E. Ellwood, both well-known members of the cream separator business. Mr. Hansen has been connected with the Empire Cream Separator Co., for the past seven years, and has a wide acquaintance among Western dealers. Mr. Ellwood for the past three years was Canadian manager for the Sharples Separator Co., at Toronto. The office of the company will be located at 301 Chambers Street, in the building of the Ontario Wind Engine & Pump Co.

Another Method of Closing a Separator Deal.

Editor, Canadian Farm Implements,
Winnipeg, Man.

I read the article "Closing a Separator Deal," on page 8 of your February issue, with a great deal of interest and ultimately considerable doubt as to the value of the policy outlined by the writer, Mr. H. C. Beckman. In order to show you that I am entitled to speak with some degree of authority on this subject it is only necessary for me to inform you that I have been engaged in selling hand cream separators for about ten years.

When I first started out the selling method having the greatest vogue was the trial contest. At these farces, because they were nothing else, every man selling cream separators in his district had a sample of his machine on the farmer's floor, for the purpose of letting the farmer test them and then make his selection. Later agents and manufacturers realized the folly of pursuing this losing system and eliminated it. The method outlined by Mr. Beckman is a development from it and should also be entirely stopped in my estimation.

In the first place the cream separator is no longer an experiment. It is a farm utensil of proven usefulness and value. Why then should it be placed on trial subject to the will of the farmer? He does not buy any other proven implement he uses on this basis and why the cream separator? This method is the curse of every dealer selling cream separators in the country. When he adopts it he never knows when a machine is sold or that he is not likely to have to haul it back to his warehouse after having had it out for ten days on test. Cases are known where machines have been out for thirty days on test and then had to be taken back unsold. Every dealer must recognize that there is

U. S. CREAM SEPARATOR

Satisfies every requirement of the dairyman. It skims clean—holds the **WORLD'S RECORD**—yet has a simple bowl with only two parts inside, easily cleaned; gearing is entirely enclosed, light running and turns in oil automatically supplied—is neat, clean, convenient, and above all—the past seventeen years have conclusively proved it is

The Reliable Separator

And the U.S. is built by a Company that farmers and dairymen everywhere KNOW is **reliable,** for they have been dealing with us for nearly forty years. (*Incorporated 1873*).

Our Guarantee Stands Behind the U. S. Cream Separator.

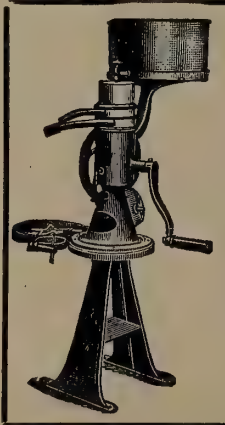
Ebensburg, Pa., Feb. 19, 1906.
I have had a U.S. Cream Separator running in my dairy for seven years and it is as good as ever yet and it does lots of skimming; we manufactured last year 3,708 lbs. butter.
F. A. DEVEREAUX.

May we talk over the separator situation with you? Just let us know when convenient, and meanwhile we'll mail you our illustrated catalog—shows exactly how the U.S. is built and operates. Just ask for No. 213. *Address all letters to the*

VERMONT FARM MACHINE CO.

BELLOWS FALLS, VERMONT, U.S.A.

Canadian shipments made from our warehouses at Sherbrooke, Hamilton, Calgary and Winnipeg, but correspondence should be addressed to our Head Office, Bellows Falls, Vt.



MR. DEALER,

Are you open for something good in a Cream Separator. If so we have **a big snap to offer** in the

New Frictionless Empire

Write us to-day for particulars if you want to **MAKE BIG MONEY QUICK.**

Ontario Wind Engine & Pump Co. Ltd.
WINNIPEG, Man.

no profit for himself or his company under conditions such as the foregoing. Dealers should adopt the policy of placing no machines on trial.

I have heard it stated by representatives of cream separator houses that it is necessary to follow this plan in districts where some particular make of cream separator has secured a strong footing and is well in the lead. I am satisfied that this is not right and take exception to such statements. For my own part cases have come to my attention where an agent with plenty of grit and stick-to-itiveness has introduced machines into districts which competitors have worked successfully for years, and eventually won the cream of the separator trade without, in a single instance, adopting the tactics advocated by the representatives of some companies.

Now in reading Mr. Beckman's article I notice that he says: "A good 'closer' invariably is a good 'opener.'" In this particular I most heartily agree with him, though I dispute with him the 'nursing' method he recommends dealers to follow. Not only do I not believe that a separator should be sent out on trial but I am convinced that every dealer should have a signed order from the purchaser before delivering the machine. This cannot be disputed as the most business-like method of conducting a sale. When customers realize the fact that no machines are placed on trial there should be little difficulty in getting their names on the dotted line of an order form, and there are excellent reasons a dealer can give for pursuing this method.

Some arguments in this connection are: The superiority of the particular machine handled over competitors; that when the farmer purchases a separator he is not getting one that has been tried by those around him; how much would the farmer know about any particular machine if he tried them all; your reliability as an agent; that your guarantee would back that of the manufacturers of the machine; and show him your sales in the district and how any defects in the machines have been taken care of. If fact there are numerous arguments that dealers will think about that I need not enumerate here.

Again there is the matter of settlements. Now Mr. Beckman says: "Promptly on the tenth day go and get the settlement." The only difference I have with him on this score is in the matter of time. I would have immediate payment, or a short term contract. Most of the farmers in Western Canada buy the separator on time, and because of this we are required to do as is the custom. I would advocate short credits, however, and would demand payment when the notes fall due.

I am free to confess to you, Mr, Editor, that many of your readers will say that this plan cannot be followed and made successful. I have tried it, however, and won out with it. Many times I admit the loss of a sale because the prospective customer refused to sign the order. By following the methods I have outlined this plan of selling separators means that either a dealer will have something or nothing to show for his work. There is no half-way means about it. The selling-by-trial-plan means that an agent never knows just exactly what he has accomplished. My system will bring every dealer that follows it and stays with it much better results, a more desirable business and infinitely greater profits.

I thank you very much for the space you have given me and will watch with interest to see if any of your readers have sufficiently developed opinions to say anything either in support of or in opposition to my plan.

Yours very truly,

A Cream Separator Seller.

Editors' Note: We believe there is much good sound argument contained in the foregoing article, that the writer's opinion is more in accord with our own, and that as a policy it is more acceptable to the cream separator trade.

We will be pleased to hear what some of our other readers handling cream separators have to say relative to this subject. It opens up a vast field for excellent and valuable discussion.

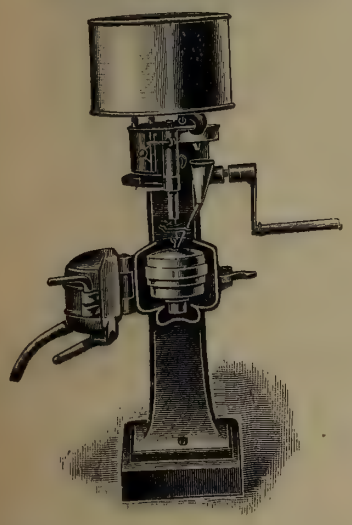
Want An Investigation.

Mr. Hugh Gutherie, M. P., and Mr. E. Smith, M. P., have moved for the appointment of a commission by the Dominion Government to investigate the needs of Canada in respect to technical education, and to report on ways and means by which these needs may best be met.

One of the Very Best.

Studebaker Bros. Mfg. Co., of South Bend, Ind., seeing a notice in our February columns asking manufacturers and jobbers to forward their cataiogues, sent us one of their "Trade Edition Catalogues, No. 279, for 1908." Without any desire to be accused of "shooting the con" we must say that this is one of the very best catalogues that ever came into this office. It is got up in the most up-to-date fashion, is neatly indexed covering the different departments of the company's business, and is splendidly bound between flexible cloth covers. The illustrations of the wagons, buggies, and carriages, and specialty vehicles made by this firm are fine, while the information given is very full and complete. This catalogue is only for distribution among dealers. We congratulate the company on their excellent judgment in sending out such an admirable volume.

MELOTTE CREAM SEPARATORS



Every dealer should know about Melotte Cream Separators.

They are money makers for the dealer because they are high quality machines and guaranteed to satisfy and fulfil all claims made for them. Write us to-day for full particulars and information.

Melotte Cream Separator Co. Ltd.

W. ANTLIFF, Manager.

WINNIPEG CALGARY

Agents for Ideal Gasoline Engines

Thousands will buy Cream Separators

this year and of these 95% will think of the De Laval first because of its world-wide reputation for excellence. The only buyer of another machine will be the man who has not seen

The 1908 De Laval Model

10 New Capacities 10 New Prices

10 Years Advance in Separator Construction

conceded to be the most attractive in design and finish it still retains those features which establish

De Laval Separators Standard of the World

The De Laval Separator Co.

WINNIPEG

Montreal Vancouver

The John Deere Plow Co., Building Formally Opened.

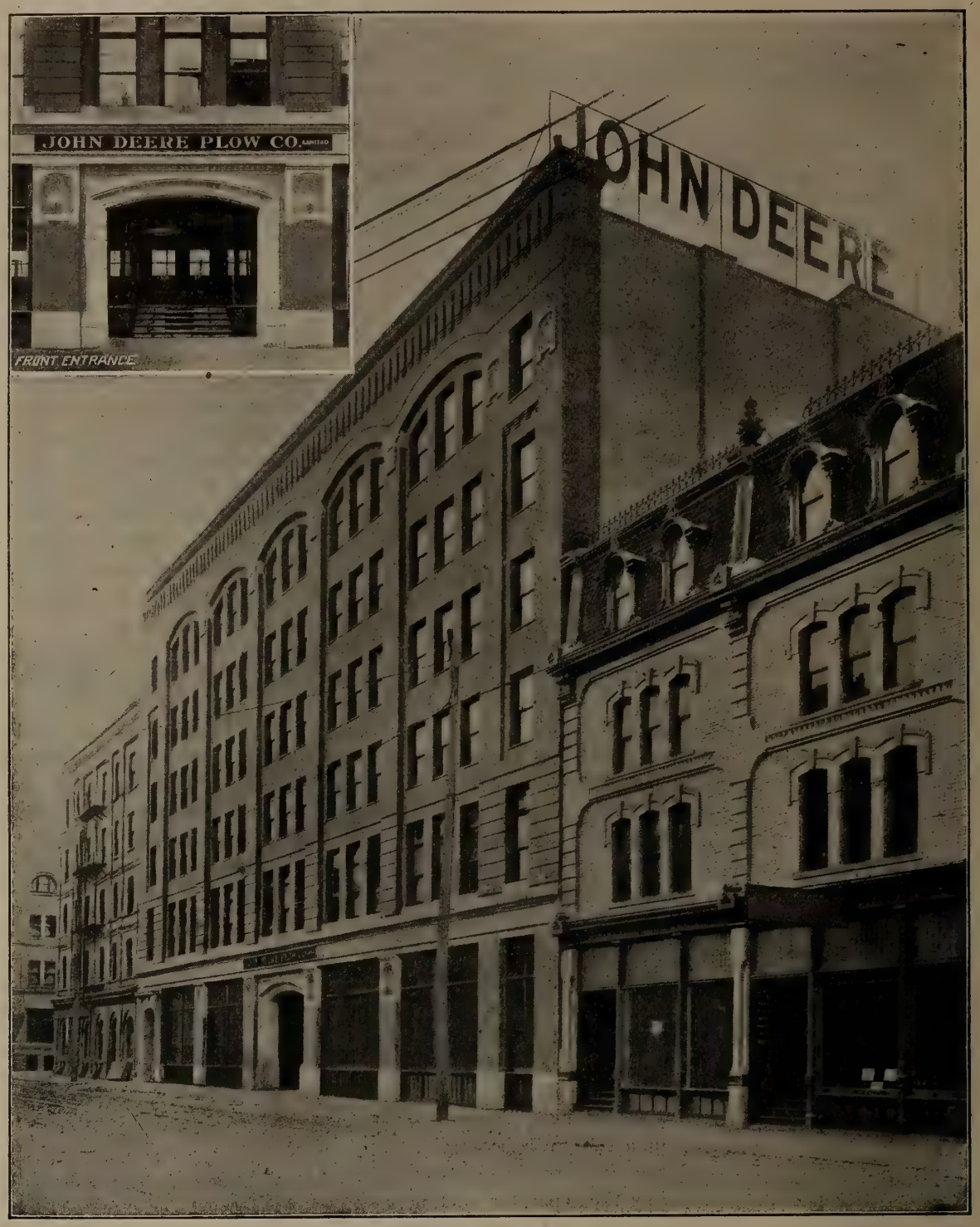
On the afternoons and evenings of the 3rd and 4th of February the John Deere Plow Co., held a formal opening of their handsome new showrooms and office building on Princess Street. It is needless to say that a very large number of the people of the city availed themselves of the opportunity of inspecting the lattest addition to Winnipeg's good big list of splendid commercial structures.

On the last day of the opening the members of the Winnipeg Wholesale Implement Association attended in a body, headed by the President, Mr. John Stevens. The following other members were present: J. E. Ruby, Ed. S. Strachan, G. H. Whitaker, E. A. Cutler, John Herron, A. C. McRae, J. M. Reid, R. McKenzie, C. W. Esmond, J. J. Bugee, Geo. Erb, E. A. Mott, C. Weld, Ed. Cahill, F. D. Blakely, S. S. Bean, Alf. Maw, J. A. Acheson, Thos. P. Bell, L. Hartshorne, H. F. Anderson, D. J. McLeod, I. C. Nelson, E. E. Lyday, M. J. Rodney, Z. K. Carson, and Thos. W. Learie.

After going over the building the members assembled in the implement showroom, where Messrs. Stevens, Whitaker, Mott and Ruby made short congratulatory speeches. These were replied to by Mr. Hutchinson, Managing Director of the John Deere Plow Co., and Mr. Drehmer, Assistant General Manager.

The showrooms and offices of the company received much praise from those present. The general arrangement and get-up is most effective. Entering from the street one comes into a magnificent showroom, wholly devoted to the display of wheel goods. The light is admitted by large plate glass windows in the front extending to the floor and large glazed lights in the rear. Artificial lighting is supplied by the new style Humphry arc lamps.

The basement is devoted to storage purposes. The ceiling is a good twelve feet up. There are windows in the back end and light is admitted from the street through prism glasses. In one corner is



Repository and Offices, John Deere Plow Company, Limited, Princess Street, Winnipeg.

GOOD SELLERS FROM NOW TO JUNE

THE STEWART NO. 1 HORSE CLIPPING MACHINE

Canada List $8.75

Acknowledged as the best and most perfect clipping machine ever made, regardless of price. Sells fast everywhere. All enclosed steel cut, file hard gears, running in oil. No friction; no wear.

HOW IS YOUR STOCK? All leading Canadian jobbers have it.

STEWART NO. 8 SHEEP SHEARING MACHINE

Canada List $12.75 Including 4 Combs and 4 Cutters

Every owner of 5 or more sheep can be sold one of these machines. It gets from one pound up more wool per sheep. Does not cut or hack like hand shears. It has all gears enclosed and is fitted with the latest improved STEWART SHEAR. Order a few from your jobber and see them go.

Write for our big new catalogues showing the world's greatest line of clipping and shearing machines

CHICAGO FLEXIBLE SHAFT CO., - - - 237 Ontario Street, Chicago

located the furnace room, the elevator engine room and the passenger elevator well, and a staircase. At the opposite end of the building is a sixteen foot elevator with a lifting capacity of four thousand pounds. This operates in a solid brick well, the openings to which are protected by sliding, steel, fire-proof doors. Alongside this well, which runs from the basement to the top, are located the vaults on each floor.

The company have their private and general offices on the second story. Right at the head of the stairs is a board room, a large open space, then Mr. Drehmer's office, Mr. Hutchinson's office, and one or two private offices, followed by the general clerical quarters. Our illustration gives a more detailed idea of the arrangement than we can give here. The woodwork is all quarter cut oak and exactly matches the office furniture. The floors are of maple. A rail divides the passage to the offices from the passage to the implement display floor, which occupies the rear of this flat.

We understand that the company had a very large number of the retail dealers in to see them during the Bonspiel, and many whom we met paid glowing tribute to the excellent facilities the new building affords and the excellent style in which it is built and finished. We have been informed that the company will have another "opening" early in April, announcement of which will be made at a later date.

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published Monthly by
Canadian Farm Implements, Ltd.
F. D. BLAKELY, Manager
901-2 UNION BANK BUILDING,
WINNIPEG, - - CANADA
Telephone 518

SUBSCRIPTIONS
Fifty Cents per year. Single copies Five Cents
[Postage Paid Anywhere.]

ADVERTISEMENTS
RATES MADE KNOWN ON APPLICATION
Change of Copy for Advertisements should reach this office not later than the 5th of each month.

CORRESPONDENCE
solicited from dealers, jobbers, general agents, travelling salesmen, manufacturers and others, on matters pertinent to the agricultural implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign name. This paper reserves the right to edit all matter submitted but does not undertake to endorse opinions expressed in its correspondence columns.

Member Western Canada Press Association.

Entered in Post Office at Winnipeg as second class matter.

WINNIPEG, CANADA

MARCH, 1908.

Are You Neglecting Your Fire Insurance?

Are you neglecting your fire insurance? If you are don't do it any longer. It is something that is of vital importance to every man in business. When we make a statement of this kind it is simply reiterating a commonplace. We know it. But if it suggests to the mind of even one of our readers that it is a department of his business that is being neglected then it has accomplished the object sought. The old maxim: "An ounce of prevention is worth a pound of cure," is never more forcibly brought to the attention of the business man that when he suffers a damaging fire without having his property fully covered by insurance.

Last year recorded many severe losses due to fire among members of the agricultural implement and vehicle trade throughout Western Canada. In a large percentage of these cases the losers had no insurance whatever, while others were covered to one-third or one-half the value of their stock and buildings.

It is seldom that a fire starts in an implement warehouse, and if the losses were confined solely to this source of commencement the proportion would be comparatively low, but it is otherwise. The flames invariably start in a building close by, and before they can be controlled half the town is swept and one or two dealers suffer. Several instances can be given of this condition during the past twelve months. This state of affairs fully illustrates the need of keeping the warehouse and stock fully insured.

There is another point dealers should not overlook. That is the clause in almost all contracts providing for the insurance of the goods shipped under the contract. Many members of the trade have side-stepped this. Insurance should never be considered a hardship, but always a protection. Not only is it in the best interests of the dealer to keep his building and stock fully covered from the standpoint of protection, but it gives him a standing with the men whose lines he is handling. It is a business asset and we would advise our readers not to neglect it.

Welcome the New Association and Support It.

At last! A number of Manitoba dealers have taken the initiative and are now bending their energies towards the formation of a live and useful retail implement dealers' association. In this issue appears a report of their meeting, the names of the officers, a reprint of the constitution they have adopted, and a general outline of the plan they intend to follow in their organization work.

We believe that the dealers have taken a step that will prove of incalculable benefit to themselves, as well as to jobbers and manufacturers connected with the trade. Organization is one of the greatest forces of the age, and wisely directed it will undoubtedly prove its worth among the implement dealers of Western Canada as it has done among the dealers across the line.

Dealers should read this report, and especially should they give their attention to the new Association's plan of campaign. The idea they have adopted of dividing the province, and, we think, ultimately the provinces, up into sections about the size of the Dominion electoral divisions and having them governed by separate and independent bodies, which would work in harmony with the officers of a general or parent organization, is a plan that appeals very strongly to us and should, we believe, appeal with greater power to members engaged in the business.

Having a separate unit in each district gives better opportunities for the holding of meetings. It is calculated to engender a greater spirit of confidence and a stronger bond of common interest among competitors. It permits questions to be discussed and dealt with in one part of the country that are of no importance whatever to dealers living in another territory where different conditions exist. The machinery in operation is rendered infinitely easier than it would be under one general organization. The general association will be composed of men prominently connected with the district units. The officers of the new association suggest the Presidents and Secretaries. Our opinion is that it would be better to limit the representation to the President of each district unit. This would tend to make the machinery of the general body less cumbersome, while at the same time the expense in connection with meetings, etc., would simply be cut in half.

Now that an Association is formed we would ask every dealer to get in line. No organization can be the success it ought to be unless it has the support of all those interested in the business it represents. Whether or not the Manitoba Retail Implement Dealers' Association will take in dealers outside the boundaries of Manitoba we do not yet know. Possibly it would be preferable to have a distinct organization for each of the prairie provinces. This is a vast territory and the great distances appear to render this plan the most feasible. From conversations we have had with Saskatchewan dealers we are confident that they are just as eager for and ready to support an energetic association as are the men of Manitoba, and rumors say those connected with the retail trade in Alberta are ready and waiting to get just such an association started.

Every man who gives any consideration to the problems of the day as they affect his own business cannot fail to recognize the constantly increasing need for an organization. Times without number it has been proved that concerted effort can accomplish where individual action is foredoomed to failure. Men can get anything they wish, or bring about anything they desire, if they stand solidly together for their demands.

Canadian Farm Implements realizes that it is practically impossible to have all men agree on the value of an association for retail dealers. We know that many members who join will be apt to backslide from an Association's principles at times, but withal, we are equally well aware that organization would be most desirable in the very best interests of the retail dealers. Because one member fails to live up to his agreements does not prove any body formed for purposes of benefit and protection to be worthless. Far otherwise. It simply proves the man what such an association is not.

We do not believe, and we do not think that any reasonable man expects, that all trade evils will be wiped out at one stroke when an association comes into existence. Everything requires time. Under a strong, active, and well supported organization the evils can be gradually removed one by one, and ultimately the business made more profitable, safer, and more pleasant for those engaged in it.

All Manitoba dealers should rally to the support of the new organization. We propose to aid it by giving it all the publicity possible. Likewise are we prepared to help the men of Saskatchewan and of Alberta if they take the initiative. Now is the time when the iron is hot. The Association idea is on the spread. Think Association. Talk Association. Join an Association or Form an Association.

Help the Dominion Fair.

As announced some time ago the Dominion Exhibition for 1908 will be held at Calgary. In order that this exhibition should prove as successful as possible, and be a credit, not only to Calgary but to the whole West, it is desirable that every section of the country endeavor to be represented in some way. It is understood, while no definite statements have been made, that Manitoba, Saskatchewan, and Alberta provincial governments will make large exhibits, and also that British Columbia will be well to the front in this connection. Every possible effort should be made by every section of the West to show anything that is worth showing. The wider publicity the country can get from exhibits of this sort the better it will be for dealers, jobbers and manufacturers.

Our Popular Voting Contest.

From March 1st., to midnight of June 30th, 1908, Canadian Farm Implements will conduct a voting contest, to give the dealers in agricultural machinery and vehicles in Western Canada an opportunity to record who is at the present the most popular travelling salesman connected with the trade in Manitoba, in Saskatchewan, and in Alberta. Full particulars governing the contest are to be found on another page of this issue and we urge all our readers to give our proposition careful consideration.

Every member of the implement fraternity likes a sporting proposition, and we believe that our plan will appeal to all. Every dealer has his favorites among those who call on him soliciting orders for the different companies in the trade. It is inconceivable that it should be otherwise. Many hot discussions have been waged as to the most popular knight of the grip associated with the various implement, vehicle, cream separator, binder twine, and thresher companies in each of the three prairie provinces. That's our reason for the contest. We want to find the most popular salesman in each province.

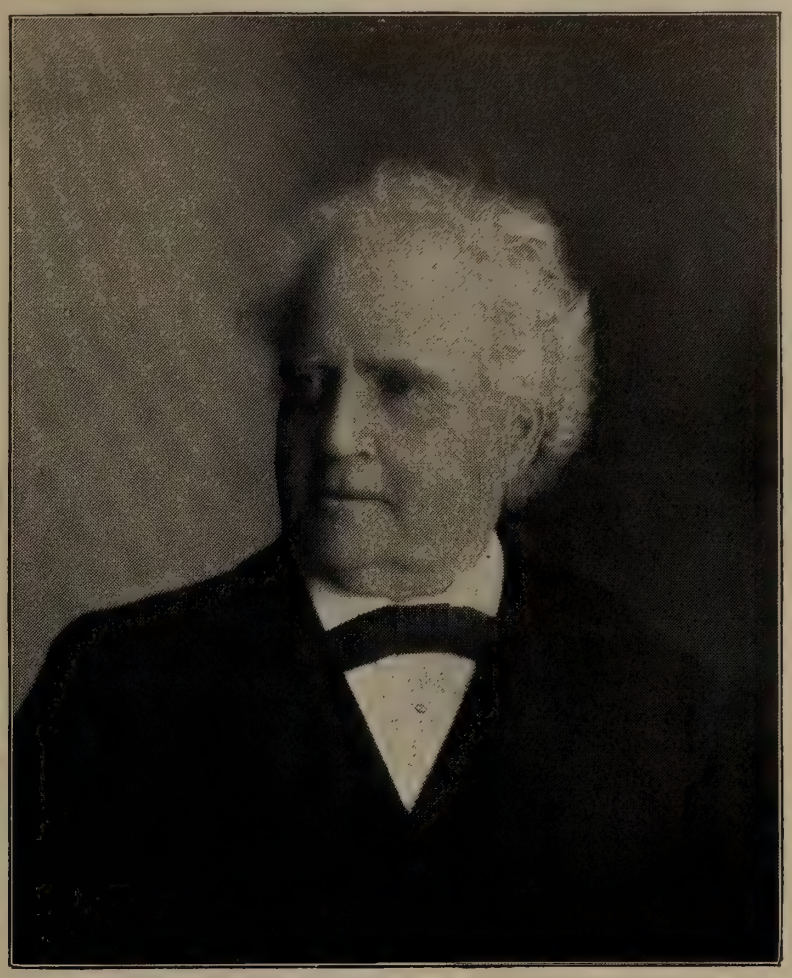
Canadian Farm Implements will play no favorites. Every traveller will have the same opportunity. The competition is on. Get the Popular Voting Contest Subscription Blank in this issue, fulfil the requirements and sent it in to swell the aggregate of votes for your choice of candidates.

The Cause of Many Failures.

"The cause of so many failures in business is the credit system, either by giving too long credit or selling goods on credit to people who are not worth anything. The retail business should be carried on for cash only. Circumstances are different to-day from what they were thirty years ago; then we had to give credit—the merchant could not help himself. To-day it is different. To-day the farmer receives cash for all he sells. Merchants who are careful, who sell only for cash, and who take advantage of the discount in the ten, thirty, or sixty days, and who live modestly and attend to their business seldom fail."—Marshall Field.

"When in doubt, talk Optimism."

"Smile and the world delights with you;
Croak, and you croak alone."



The Late James Oliver.

James Oliver, The Plow Manufacturer Dead.

James Oliver, President and founder of the Oliver Chilled Plow Works of South Bend, Ind., died at his home in that city on March 2nd at the advanced age of eighty-four years. The late gentleman suffered from a severe attack of acute Bright's disease in February of 1907. Through the summer, fall and winter months following succeeding attacks broke down his rugged constitution, and though he rallied wonderfully from time to time, his friends realized that his end was near. He passed away quietly and free from pain surrounded by his relatives and intimate friends.

In the death of James Oliver the United States loses one of its foremost manufacturers; and the implement world a man whom it was proud to honor. Mr. Oliver was a Scotchman, being born in the parish of Liddesdale, Roxburyshire, in 1823. In 1835 he came with his parents to the New World, settling on a farm near Geneva, N. Y. A year after this the family moved to Mishawaka, Ind., where he engaged in farming and later worked in a foundry of that place. In 1844 he married Miss Susan Doty of Mishawaka who proved an invaluable helpmate to him during their fifty-eight years of married life. In 1855 he decided to go into business for himself and started making chilled plows at South Bend. A few years later more capital was secured and a company was incorporated. The fame of the Oliver chilled plow spread and their business has increased steadily to its present immense proportions.

Mr. Oliver always took a loyal and devoted interest in his home city. He erected the Oliver Opera House and later put up the palatial Oliver Hotel. This play house and hotel are admitted to be among the finest institutions of there kind on this continent. He helped towards the establishment of the splendid city hall that South Bend now boasts.

In a thousand ways Mr. Oliver was more than an ordinary man. He was intensely practical and believed that one's time and talents should be put to good and proper use. He despised indolence and admired industry and made the latter one of his rules of life. He was of Scotch Presbyterian stock and politically what might be termed a perfectly independant Republican.

He leaves a son, Mr. Joseph D. Oliver, who was associated with him in the conduct of the plow factory and various other enterprizes, and a daughter, Mrs. Geo. Ford, of South Bend, Ind., to mourn his loss.

Joseph Maw Bereaved.

On the morning of Saturday, February 29th, the Angel of Death entered the home of Mr. Joseph Maw, President of Joseph Maw & Co., and led the beloved partner of his joys and sorrows up to that far land of eternity from which no traveller returns.

The deceased lady suffered from a lingering illness for some considerable time past, but it was only within the last month that she was compelled to keep her bed. Despite the efforts of the best physicians the ravages of the disease could not be stayed; death alone bringing relief to the patient sufferer. Her demise came as a great surprise to a large circle of relatives and friends both in Winnipeg and throughout the West. Interment took place at St. John's Cemetery, a large following of citzens paying their last tributes of respect.

The late Mrs. Maw was born in Peel County, Ontario, being the daughter of Mr. and Mrs. Adam Goodfellow, early pioneers of that county. In 1886 she married Mr. Maw, coming West with him to Calgary, where he had located himself four years previously. At that point they continued their residence for seven years and then came to Winnipeg, where they have since resided. As one of this city's most popular hostesses Mrs. Maw was well-known, while her generous and ready response to the demands of the church and charity need no comment. But it was in her home life that Mrs. Maw excelled. All her talents were devoted to her young family's benefit, and to their great advantage.

She leaves, beside her husband, four children to mourn her loss, two girls and two boys. On our own behalf and on behalf of the implement trade of Western Canada we extend to Mr. Maw and his family our sincere sympathy in their bereavement.

Late Hon. A. C. Killam.

Hon. A. C. Killam, Chairman of the Board of Railway Commissioners for Canada, after a few days illness from pneumonia, died suddenly at the Russell House in Ottawa, on the morning of Sunday, March 1st.

The sudden death of Judge Killam came as a great shock to the people of Canada. His illness was not generally known except to his

relatives and close personal friends. It was not until Monday of the previous week that he was confined to his home, and it was thought he suffered only from a cold. On Thursday evening pneumonia developed with the fatal ending the following Sunday morning.

Born in Yarmouth, N.S. in 1849, the late gentleman was educated there and at Toronto University, graduating from the latter in 1872. For two years he practiced law at Windsor, Ont., but then came to Winnipeg, where he was called to the bar in 1879. In 1883 he contested South Winnipeg for the Liberal party in the Provincial Legislature, a seat he occupied for two sessions. In 1885 he was appointed to the court of the Queen's bench, of which he became Chief Justice in 1899. Four years later he became a Justice of the Supreme Court for Canada, the first Western judge to become a member of this distinguished body. In 1905 he became Chairman of the Board of Railway Commissioners for Canada in succession to the late Hon. A. G. Blair. Since that time he has built up the Commission and done much to straighten the many entanglements existing between the railroads and the shipping and travelling public.

His death is a national calamity to the people of this young country, who can ill afford to lose the men laying for her the solid foundations of her future. A wonderful worker, a close student, and possessing a marvellously clear and unprejudiced mind, the Government will have a difficult task before them in selecting a successor to the late Hon. Mr. Killam. All shades of political opinion in all walks of life honored him as a great man, an ornament to the bench and bar, and a citizen of the noblest type, and all mourn his untimely end.

Delay in Judgment Likely.

Owing to the sudden death of the Hon. A. C. Killam, Chairman of the Board of Railway Commissioners, it is expected that a decision in the case of the Western freight rates protest will be delayed a month or two. The next chairman will require to review all the evidence submitted before rendering a judgement.

Personals.

Mr. J. M. Reid, Manager of the Western Branch of the Ontario Wind Engine & Pump Co., here, recently returned from attending the annual meeting of his company at Toronto, Ont. He was absent about a month and while away visited Minneapolis, St. Paul, Chicago, and a number of other points both in the United States and Ontario.

Mr. J. C. Reid, one of the well-known dealers of Deloraine, Man., and Vice-president of the new Manitoba Retail Implement Dealers' Association, was in the city on business during Bonspiel. While here he called on us. He is very sanguine as to the possibilities of the Association and said that a vigorous effort would be made to get every man in the trade interested.

Mr. F. M. Wood, Sales Manager for the Dain Mfg. Co., of Ottumwa, Ia., visited the John Deere Plow Co. and Winnipeg for the first time about three weeks ago. While here he had the pleasure of meeting many dealers handling Dain's line of haying machinery, who were in the city attending the Bonspiel. Friends took Mr. Wood to the Maple Leaf v. Portage La Prairie hockey match while he was here and he thoroughly enjoyed the game, being the first one he ever witnessed. He had much to say in praise of Winnipeg and left well satisfied with the results of his trip.

Mr. T. A. Johnston, one of Glenboro's (Man.) hustling dealers took advantage of the low railway rates at curling time to visit local jobbers. While here he gave us a call and we enjoyed a very pleasant chat. He stated that the outlook for spring business is exceedingly satisfactory, much better than at this time last year. While he considered the recent panic had been detrimental to the country at the moment his opinion was that great good will result in the long run. Collections were reported slightly off but proved better than expected.

Mr. Frewen Davis of Waskada, Man., now owner of the business formerly carried on by Davis & Turnour, was in town for a few days since our last issue. While here he called on us and paid us one of the most appreciated compliments we ever received. It was in reference to an article which appeared in our issue of May last dealing with the workings of a follow-up system. Mr. Davis adopted the system we outlined and told us that by following it up systematically he traced to its use the sale of two seeders. It is needless to say that Mr. Davis is loud in his praise of Canadian Farm Implements as a valuable publication for the implement dealers of Western Canada.

Mr. D. F. Ferrel, Representative of the Aermotor Co., of Chicago, Ill., left on an extended tour of the West. Before taking his departure he called on us to correct a statement made in our February issue to the effect that his company are making a farmer's automobile at a low price as well as a gasoline engine at a price about half the regular cost. We misunderstood Mr. Ferrel's utterances. His firm are simply experimenting in this direction. Since our last issue got into the hands of our readers the company had been forced to answer considerable correspondence from Western Canada, stating that the article in our paper was incorrect. We regret having caused both our friends and the company any trouble in this respect. Accidents will happen.

JOHN DEERE PLOW CO. LIMITED

Winnipeg, Man.

SELL

The leading wagon on the American continent:

THE NEW MOLINE

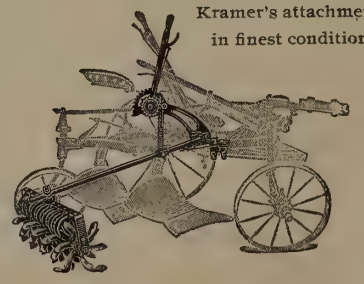
We invite your correspondence regarding the agency.

MOLINE WAGON COMPANY Mfgrs.

MOLINE, ILL.

TWO IN ONE HARROW AND PLOW

Kramer's attachment makes one job out of two, and gets the land in finest condition by harrowing when the soil is first turned up



KRAMER'S ROTARY HARROW PLOW ATTACHMENT

does the work perfectly. Regular rotary harrow which attaches to any gang or sulky plow. It levels, pulverizes and makes a mulch of the "moist soil," that is not possible after the ground dries and "sets." Draft only slightly heavier—you'll be surprised to see how little. Every farmer needs this great time and labor saver. Our proposition is of interest to the Dealer. Write for circular No. 26.

The E. M. KRAMER CO., Paxton, Illinois.

Mr. J. T. Westgate of Francis, Sask., has admitted a partner.

Mr. I. J. Hewitson is the name of a new dealer at Ethelbert, Man.

Mr. J. W. Rowlatt, dealer at Gladstone, Man., has admitted a partner.

Mr. Paul Wood, of Sifton, Man., has been succeeded by Wood & Holinski.

Franz Epp & Co., has succeeded to the implement and vehicle business of Neufeldt Epp & Co., at Aberdeen, Sask.

Mr. George Wishart has opened up in the implement business at Denholm, Sask.

Mr. W. J. Hall, of Wm. Gray & Sons Co., here, was out on a short trip West in his firm's interests the end of February.

H. J. Wiens & Co., have started an implement warehouse at Lockwood, Sask.

De Tremaudan & Co., have established an implement and vehicle business at Montmartre, Sask.

Stewart & Dicker, dealers at Saskatoon, Sask., have just been granted papers of incorporation by the Saskatchewan Government.

Eich & Seifert, of Weyburn, Sask., have dissolved partnership Mr. A. A. Eich continues.

Mr. J. S. McClellan has started in the selling of implements and vehicles at Guernsey, Sask.

Mr. H. W. Gorman, who is doing an implement and furniture business at Alix, Alta., has opened a branch at Erskine, Alta.

It is understood that Hembling & Ruby, of Didsbury, Alta., have closed out their business. Definite information could not be secured as to the truth of this rumor.

Mr. P. Anderson, traveller for Joseph Maw & Co., recently returned from an extended trip through the West.

Mr. W. A. Hepburn, of Allan, Sask., is the name and address of another addition to the ranks of the implement fraternity.

Bautenheimer & Son is the name of the firm that has succeeded to the business of Springbett & Bowhey, at Red Deer, Sask.

Mr. Joseph Bryan, Vice-President of Tudhope, Anderson & Co., was on a trip West in his firm's interests a short time ago.

Mr. H. Gracey, representing the Dominion Carriage Co., of Toronto, Ont., had a neat display of the "Maple Leaf Line" at 224 Princess Street while the Bonspiel was on.

Mr. A. J. Bushfield, of Bushfield & Coombs, implement dealers and liverymen at Airdrie, Alta., recently sold his interest to Mr. W. E. McKenzie.

Mr. H. H. Kohlman, Manager for the John Deere Plow Co., for Saskatchewan, with headquarters at Regina, was in town meeting old friends and making new ones during the time Winnipeg was the Mecca of curlers.

Mr. Z. K. Carson, manager of the Parlin Orendorff Canadian Plow Co., recently returned from a visit to the factory of the Company at Canton, Ill. He reports everything looking up in the South.

Mr. W. L. Briar, Secretary of the Stewart-Nelson Co., here, was South during the month visiting the Fuller & Johnson Mfg. Co., at Madison, Wis. On his return he said money was loosening up rapidly.

Mr. George Erb, Manager of the Waterous Engine Works Co., here, returned a few days ago from attending the annual meeting of his company at Brantford, Ont., While away he visited Toronto, Chicago, St. Paul, Minneapolis, and other points. He was away about a month.

Mr. W. H. Weir, the well-known implement man of Minitonas, Man., had his warehouse and stock destroyed by fire during the middle of February. We are informed that he carried a pretty good line of insurance. The fire started in an adjoining building but swept several structures out of existence before it could be controlled.

Mr. W. C. Powers, one of the best known automobile men in Western Canada, having at one time charge of the Canada Cycle & Motor Co. business here, and subsequently being connected with Joseph Maw & Co., recently joined the staff of the McLaughlin Motor Car Co., here. His long practical experience in the auto business should be of great value to his new employers and their customers.

The Harmer Implement Co., at Winnipeg, and the Brandon Pump & Windmill Co., at Brandon, Man., have secured the agencies in their respective territories for the products of the Aermotor Co., of Chicago.

Mr. Geo. Hurlburt, of Wolseley, Man., was another progressive and hustling dealer who took in the Winnipeg Bonspiel. While here he called on many of the local jobbers, but we regret he failed to look us up. It's what we don't like to admit, but "truth is truth."

AUTO SEATS Will to a very large extent REPLACE other Styles of Seats For 1908

No. 17 AUTO.

DO NOT FAIL when placing order to have some of them and keep **Abreast** of the times.

Our Auto Seat has the **Best Lines** and of the **most** comfortable dimensions of **any** seat on the market

WAIT for Representative to **call or write** direct.

A complete Brockville Line of Vehicles is carried by the

John Deere Plow Co., Limited

at WINNIPEG, REGINA and CALGARY.

CANADA CARRIAGE COMPANY,

BROCKVILLE, ONT.

Mr. J. Sutherland, of the firm of Sutherland & Stelch, Dauphin, Man., skipped an aggregation from Dauphin at the Bonspiel here. We regret that Mr. Sutherland was not more successful in his efforts to get into the 'jewelry.' Better luck next time.

Mr. J. W. Jones, the genial, jovial, jollying, big Chief Accountant for the Deere & Webber Co. of Minneapolis, Minn., who was up here in connection with the organization and equipment of the John Deere Plow Co., returned home about the middle of the month. His consummate smoothness and cordial manner won him many friends while in Winnipeg.

Mr. A. H. Ellis, who travelled so long in the interests of Joseph Maw & Co., recently joined the staff of the Cockshutt Plow Co. here, and will cover one of their Manitoba districts for them. Mr. Ellis needs no introduction to the trade of Western Canada, having visited every part of this field for his previous employers. We join with all his friends in wishing him every success.

Senator L. Melvin Jones, President and General Manager of the Massey - Harris Company, arrived in the city a few days ago on business connected with his firm's interests in this territory. He was met here by Mr. Thos. Findlay, Assistant General Manager of the company, who has been making a tour of the Western branches of the company. They expected to be in the city for a few days.

Messrs. J. E. Glennie and J. Rogers, of Glennie & Rogers, Macdonald, Man., were in for the 'Spiel. Like many others they make it a point to call on us whenever they come to town and we appreciate it. They are confident of a successful year, and said last season was one of the most profitable that the farmers in the Macdonald district ever had. Here's that they may have another this year.

Mr. John Owens, President of J. L. Owens & Co., of Minneapolis, Minn., was in the city about the commencement of the 'Spiel, as the guest of Mr. H. W. Hutchinson, Managing Director of the John Deere Plow Co. Mr. Owens informed us that his firm were exceptionally well satisfied with the business outlook for 1908, have done about twenty per cent. more business than at this time last year. He called on the Harmer Implement Co., who handles their New Superior fanning mill in this territory.

Mr. W. Ruttan, of Melfort, Man., rarely comes to town but he makes it a duty to come and call on us. While in at Bonspiel he told us of splendid prospects in his district, and demonstrated how profitable the dealer's business could be made if all competitors in a town or province would stick together. Mr. Ruttan is strong on the association idea and anxious that it should make rapid headway among Western dealers. We know he is willing and ready to help the good work along.

Mr. C. A. Lewis, who is engaged in the implement business at Swan River, Man., was in the city and called on us during the beginning of February. He was on his way home from a four months' visit to his old home in England, having left Swan River, October last. He told us that all the while he was away he was restless to get back, though he had a most enjoyable time. Speaking of the campaign of the women suffragists there he said that they were making little headway towards the creation of public opinion in their favor. The Socialistic faction are gaining ground in some centers, much to the dismay of the leaders of the conservative classes. Mr. Lewis was glad to be home again and was looking forward to an active season after his lengthy holiday. He has been twelve years in this country, seven of which he has been at his present residence. He is optimistic concerning the future for fall wheat in the Swan River Valley.

The De Laval Separator Co. held a conference of their travelling staff here during the time of the Bonspiel. Every man on the staff covering this territory between Lake Superior and the Pacific Coast was in attendance. The session lasted ten days and in the opinion of the management was one of the most successful meetings ever held by them. Many important questions were discussed and the travellers returned to their respective districts more enthusiastic than ever and with definite unity of purpose in view. Mr. Fred Weed, Manager of the company, stated that as a result of the conference the dealer will be greatly benefited as methods for the assistance of the local agents was one of the most important subjects taken up. The travelling men present reported that the 1908 Model De Laval was meeting with the unqualified approval of both members of the trade and farmers and dairymen and the outlook promised the largest business during the coming year that the company have ever had in Western Canada.

The Manitoba Line Agency

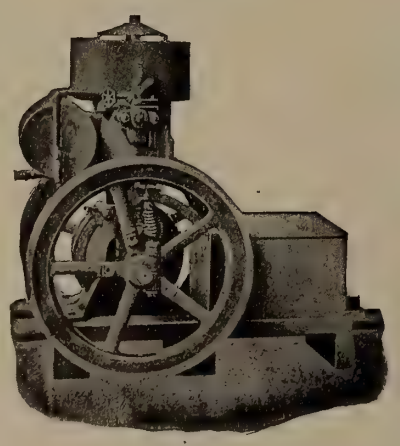
Brings Profit to the Dealer.

In making 1908 contracts remember that Manitoba Windmills are the most scientifically constructed in the world. Compression grease cups. Interchangeable bronze bearings. Reversible one-piece pitman. The right combination for a long life. Our windmills have larger gearings than any other mill of equal size on the market.

"THE MANITOBA"

Manitoba Gasoline Engines

are admitted power perfection. No water tanks to freeze up. No gasoline pumps to get out of order. All anti-friction babbit bearings. Perfect yet simple lubrication.



Write for catalogues, prices and terms and remember we protect the trade.

The Manitoba Windmill and Pump Co.,

BOX 301 **Brandon.** **BOX 301**

We have the Grain Cleaner your Trade Want.
ONE FACT is worth a Thousand Suppositions.

Here are the facts:—

The only Patented Feed Device—which allows grain in Machine only when running—Feeds full width of sieves.

A Patented Gang for separating wild or tame oats from wheat. Composed of a series of nine perforated zinc screens.

A Bottom Screen thirty-six inches long. Under this screen is arranged our patented cleaning rack to keep bottom screen clean. Special attachment for separating wild or tame oats from barley. Screens for cleaning all kinds of grain. Our neat strong Bagger can be attached in five minutes.

Agents wanted in unoccupied Territory
Catalogue for the asking.
All correspondence cheerfully answered.

ROYAL MANUFACTURING CO. Limited, 774 Dufferin Ave., Winnipeg.

H.T. HELGESON, General Agent, Regina, Sask.

PLANET JR. TOOLS

Why depend on slow, expensive farm help, which gets poorer and scarcer all the time? Own a Planet Jr. and do the work of three to six men that plant or hoe by hand.

Planet Jr. tools are built for practical, economical work—are improved every year. They are backed by 35 years experience, a million satisfied users—and fully guaranteed. Our new illustrated catalogue sent on request, showing our splendid line of 1908 Tools—

No. 4. Planet Jr. Combined Seeder and Wheel Hoe saves time, labor, seed, and money. Almost all useful garden implements in one tool. Changed in a second to an Adjustable Hill-dropping Seeder, Continuous Drill Seeder, Single Wheel Hoe, Furrower, Cultivator, Weeder, or Wheel Garden Plow—each tool the finest of its kind. Pays for itself quickly, even in small gardens.

No. 12 Planet Jr. Double Wheel Hoe, Cultivator and Plow,—the handiest implement ever made for gardening. All cultivating parts are of high-carbon steel to keep keen edge. Specially designed to work extremely close to plants without injury.

Orders can be shipped from Winnipeg, Brandon, Calgary, and other western points.

S L Allen & Co Box 1108Z Philadelphia, Pa

Mr. H. J. M. White has succeeded to the implement and vehicle business of Bilton & White, at Manor, Sask.

Mr. John Manson, one of North Battleford's (Sask.) oldest implement men recently disposed of his business to Mr. P. L. Johnson.

The large number of local dealers who visited Winnipeg during the Bonspiel makes it impossible for us to devote space to a personal mention of each, much as we would like to do so. Accordingly we have compiled the names and run them solid in order that our readers may know who were here, and that our advertisers can see who took advantage of the low railway rates to visit the city at this time. These are as follows:

A.

E. Andrews, Coulter;
R. J. Armstrong, Saskatoon;
J. Ashmore, Ashmore & Braczczuk, Sifton;
C. Aime, Emerson;
D. Anderson, Plumas.

B.

J. A. Brandon, Estevan;
E. Beals, Beals & Hoar, Edmonton;
R. A. Buchanan, Morris;
W. Bailey, Bradwardine;
Geo. G. C. Bell, Elkhorn;
J. H. Baker, McCreary;
W. J. Budd, Cranbrook;
E. A. Brears, Churchbridge;
W. G. Brown, Minnedosa;
R. W. Baker, Crystal City;
W. E. Bond, Kenton;
Jas. Bell, J. Sparling & Co., Elm Creek;
W. A. Brady, Reston;
A. Becker, Langenburg;

C.

R. Cates, Napinka;
D. T. Caradice, Douglas;
Wm. Cranston, Clearwater;
John Carstine, Elstow;

D.

W. J. Doig, Russell;
F. Derksen, Winkler;
A. DeCeunick, Makinak;
James Duncan, Glenboro;

E.

A. Easton, Neelin;
H. C. Eyres, Gainsboro;

F.

P. Fraser, Letellier;
J. R. Freisen, Steinbach;
A. H. Foulds, Carnduff;

G.

J. M. Gibson, Saltcoats;
W. H. Gunn, Dominion City;
E. Goulet, La Broquerie;
J. Gutherie, Gretna;
E. C. Gossett-Jackson, Rapid City;
P. J. Govier, Dundurn;
S. H. Greenwood, Fleming;
John Glennie, Glennie & Rodgers, Macdonald;

H.

H. E. Hamilton, Sidney;
H. Houde, St. Rose du Lac;
F. S. Humphry, J. G. Humphry & Son, Griswold;
M. J. Hoben, Hoben & Beatty, Beausejour;
E. B. R. Hall, Solsgirth;
S. Hunter, Miniota;
H. W. Harvey, Antler;
H. Harmer, Johnson & Harmer, Caron;
Geo. Hurlburt, Wolseley;
C. Drummond-Hay, Belmont;
A. E. Hughes, McAulay;
J. Hamilton, Crandall;
H. W. Hicks, Moose Jaw;

J.

E. Jobin, Ste Claude;
D. W. Jones, Roland;
M. Johnston, Brown & Johnston, Kenton;
J. Johnstone, Baldur;
C. S. Jones, Miami;
A. Jackson, Newdale;

K.

M. Klassen, Greina;
D. J. Kippan, Russell;
Thos. Kirk, Myrtle;
M. Kelly, French;

L.

A. Larson, R. J. McConnell & Co., Carman;
B. Ladouceur, Otterbourne;
W. J. Latimer, Calgary;

M.

A. J. Moffatt, Cartwright;
E. Miller, Miller & Gimmer, Langenburg;
L. Marks, Plum Coulee;
A. Maxwell, Snowflake;
A. B. McLeod, McLeod & Hanley, Brandon.
R. A. Musgrave, Boissevain;
F. C. Moore, Hartney;
D. L. Mellish, Pipestone;
J. A. Morcombe, Cypress River;
Dennis Murphy, Estevan;
J. Miller, Miller Bros., Battleford;
J. Muldoon, Lauder;
R. E. Moffat, Claresholm;
C. F. Merkley, Theodore;
Thos. Maloney, Manitou;
Wm. Madder, Madford;
Arthur Mack, Carberry;

N.

J. E. McLean, Headingly;
T. C. McBurney, Killarney;
Mr. McIlmoyle, Mitchell & McIlmoyle, Glen Ewen;
A. McLean, Gilbert Plains;
J. J. McBurney, Brookdale;
J. McCrae, Carberry;
J. M. McGill, Neepawa;
J. H. McLean, Shoal Lake;
E. L. McVicar, Indian Head;
Geo. McNamee, Killarney;
James McKeever, Oak Lake;
J. D. McLachlan, Shoal Lake;
J. W. MacDonald, Portage La Prairie;
D. A. McDonald, Regina;
Alex. McAulay, Purvis;
Alex. McDonagh, Russell;
G. R. Nunn, Dugald;

P.

W. J. Pollock, Neepawa;
T. S. Perrin, Goodlands;
D. H. Purdy, Medora;
E. J. Parker, Pipestone;
T. W. Prout & Son, Portage La Prairie;
J. E. Parr, Crystal City;
W. Pinkerton, Yorkton, Sask.
A. Penner, St. Agathe.
A. Pentland, Saltcoats;
F. Penner, Winkler;

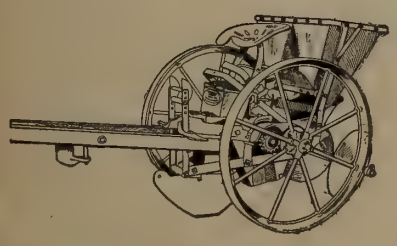
R.

W. T. Rehill, Sparling;
J. Robertson, Neelin & Robertson, Gilbert Plains;
R. J. Rutledge, Lauder;
I. Rowlatt, Gladstone;
J. Rodgers, Glennie & Rodgers, Macdonald.

S.

B. Steele, Deloraine;
R. H. Swallow, Douglas;
S. Sigfusson, Oak Point;
O. Shore, Hartney;
Geo. L. Spears, Roblin;
G. A. Shewfelt, Manitou;
T. C. Spice, Yorkton;

ASPINWALL POTATO MACHINERY



No. 3 Planter.

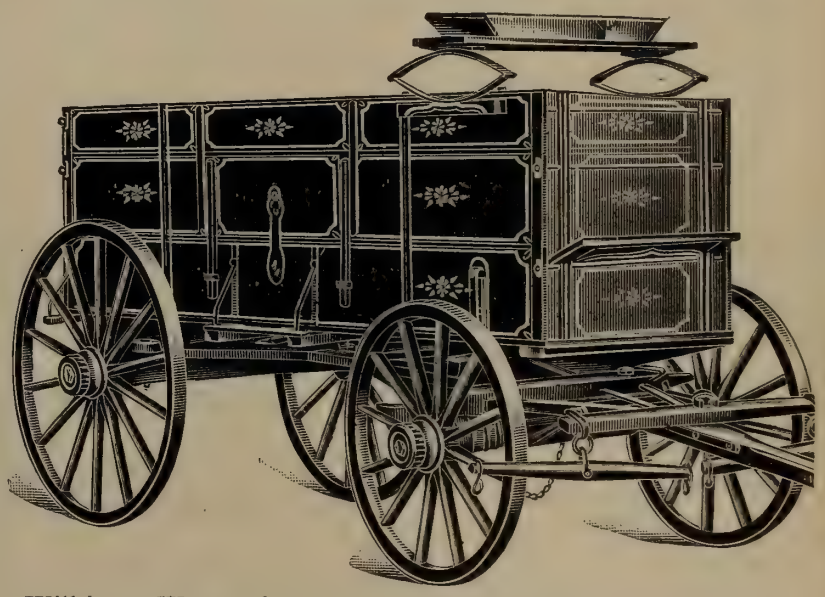
Cutters, Planters, Sprayers, Diggers, Sorters,

Illustrated Catalogue and Booklet on Potato Culture Free.

The World's Largest Makers of Potato Machinery.

Address Head Office:
ASPINWALL MFG. CO.
404 SABIN ST., JACKSON, MICH., U.S.A.
Canadian factory—Guelph, Ontario, Can.

Wilkinson Wagons



Wilkinson Wagons have made good every claim made for them.

Those claims have been big in some cases, but practical work has shown they were right.

Nothing but constant watchfulness of material and care in making, keeps them up to the mark.

Our own supply of timber and the experience of our men, is a guarantee that Wilkinson Wagons will always be what we claim.

"The Light Running Wilkinson"

The Stewart-Nelson Co., Limited,

General Agents WINNIPEG.

E. Sissons, Gardiner & Sissons, Cypress River;
Wm. Shearer, Burke & Shearer, Gainsboro;
W. J. Sparling, Newdale;
J. W. Smith, Moosejaw;
W. J. Scharffe, Hartney;

T.

W. H. Thompson, Tyndall;
J. Taylor, High Bluff;
H. S. Trumper, Griswold;

V.

C. L. Vickery, Makinak;
W. T. Vincent, Stonewall;

W.

P. Wunder, Sheho;
Frank Williamson, Belmont;
A. Wells, Tyndall;
N. Weicker, Notre Dame du Lourdes;
J. Wood, McKnight & Wood, Frobisher;
T. Wigmore, Oxbow;
A. W. Wylie, Theodore;
D. Wood, Teulon;
W. J. Wood, Winnipeg Beach;
W. Williams, Gladstone;
W. Wigmore, Neepawa;
Theo. Wilson, Treherne;
Milton Ward, McGregor.

Mr. J. J. Bugee, Manager of the Canadian Moline Plow Co., recently returned from a visit to the Twin Cities. He was gone just a few days.

Mr. F. Seip has just opened up in the implement and vehicle business at Miami, Man.

Mr. J. A. Brandon has taken over the business of McLeod & Morin at Estevan, Sask.

Mr. D. S. Carnahan is establishing an agricultural implement business at Virden, Man.

Mr. G. H. Kyllo, of Craik, Sask., has sold out his implement and hardware business to T. F. Bowee.

Mr. George Maskell, of Woodridge, Man., was in the city during the closing days of the month looking after some business interests.

Mr. H. W. Fleury, of J. Fleury's Sons, Aurora, Ont., visited the John Deere Plow Co., here, during the time the curlers owned the town.

Mr. W. Eddy, who for so many years has been connected with the local office of the Massey-Harris Co., recently resigned from the service of this firm.

Brush & Richardson is the name of the firm that has taken over the implement and vehicle establishment and business of G. S. Brush at Nokomis, Sask.

Mr. O. Hezzlewood, Vice-President of the McLaughlin Motor Car Co., Oshawa, Ont., was in the city during the latter end of February calling on their representatives here, the McLaughlin Carriage Co.

Mr. Henry Horsman, President and General Manager of the Dominion Carriage Co., Toronto, Ont., was in town in connection with the exhibit his company had at 224 Princess Street during the time of the 'Spiel.

Mr. Harry Cockshutt, Managing Director of the Cockshutt Plow Co., Brantford, Ont., was up calling on the Winnipeg branch during the curling days.

The Burridge Cooper Co., here, have secured the agency in Western Canada for the Geiser Mfg. Co., of Waynesboro, Franklin Co., Pa., makers of threshing machinery, steam plows, saw-mill outfits, etc.

Mr. D. Sutherland, of Foxwarren, Man., was another dealer who called on us during the week of the "roarin' game." Discussing collections he said that though the farmers had suffered severely in his district yet a fair return of money resulted. Prospects for the coming season's business he reported most satisfactory.

Mr. A. Peterson, accompanied by his partner Mr. O. Sundwall, of Govan, Sask., was in town for several days during Bonspiel. They stated there was only a fair crop in the Govan district last year but are enthusiastic about prospects for the coming season. Collections, they said, were backward but in view of the conditions they were very well satisfied.

Mr. J. H. Colville, formerly Manager of the Sharples Separator Co., Chicago, Ill., office, succeeds Mr. Ed. Ellwood as Manager of the company's Canadian branch, with headquarters in Toronto. Mr. Colville has had many years experience in the cream separator business, and will undoubtedly make as good a record in this country as he made over the border. It is understood that the Canadian branch will have its powers extended and that business will be more vigorously pushed in this country by the Sharples Co., than ever before.

Mr. F. M. Huffman, Eastern Illinois Representative of the Moline Wagon Co., of Moline, Ill., was in town calling on the John Deere Plow Co., during the 'Spiel. Winnipeg as a city was a great surprise to him as he did not expect to find buildings of the style and size that we have here. He admitted that the weather during his stay gave us the right to claim this country as in the "banana belt." He took in his first hockey match while in town, and when it was all over said: "They certainly went some." As a yarner he has a good many who assert greater abilities in this respect "trimmed to a frazzle."

Splinters.

Len. Watson, of Morden, Man., still stays with the machine business despite the fact that he consistently refuses to become a worshipper at the shrine of My Lady Nicotine.

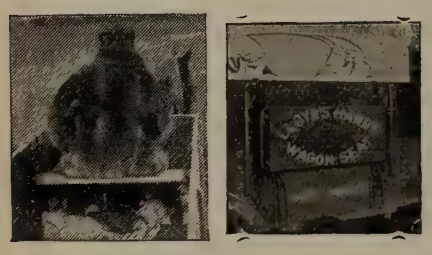
A member of the Dominion Parliament proposes to fine railway companies $5.00 per minute on all late trains. We wonder if he ever toured this country.

Premier Roblin has handed the Winnipeg Grain and Produce Exchange a big juicy lemon, and the one tossed out to the liquor interests of Manitoba will make mouths water on both sides of the fence.

John Inglis, of Brandon, Man., says that the average collections department has as much brains as a self-feeder. In other words you simply adjust the machinery, set it in operation, and it goes itself.

Now that H. W. Hutchinson is settled in his magnificent new office in the John Deere Building, on Princess Street, the millionaire ring is coming back to his voice.

LLOYD'S
Handy Low-Down Suspension Spring Wagon Seat.

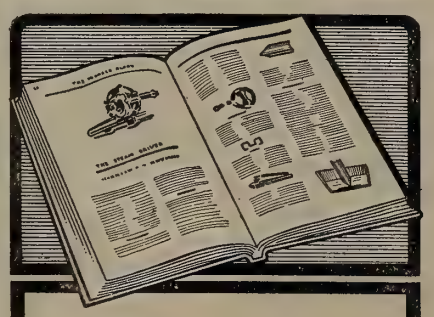


The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Order your wagons without seats and order your seats from us. By so doing you will make more money and give better satisfaction. Farmers will choose this seat in preference over any other every time.

Write for quotations at once to

Wawanesa Wagon Seat Co.,
WAWANESA, MAN.



Well Driller's Instruction Book Free

This handsome volume has been prepared by men who have spent a lifetime in drilling wells. It is philosophic, accurate and complete, illustrated with hundreds of plates showing every detail of the process. After mastering its contents you will be fully qualified to handle a steam drilling machine and a prosperous contracting business. It explains how a good man with a good machine will in three years make an independent FORTUNE IN WATER WELL DRILLING. It contains the names of scores of men who have done it. Write Dept. 18.

FREE ON REQUEST.

KEYSTONE DRILLER CO.,
BEAVER FALLS, PA.

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER
TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold.
Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY **FRAZER LUBRICATOR CO.**
FACTORIES: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

GRAND TRUNK RAILWAY SYSTEM

FOR MAXIMUM COMFORT

Use
Canada's Double Track Railway
between
CHICAGO, TORONTO, MONTREAL, NIAGARA FALLS, NEW YORK, PHILADELPHIA, BOSTON.

4-Fast Trains Daily From Chicago-4

Finest Roadbed. Modern and Luxurious Equipment. Unexcelled Dining Car Service.
For rates, reservations, time tables, etc., phone or write

A. E DUFF,
General Agent Passenger Dept.
260 Portage Ave. Phone 7098
Winnipeg.

Some Winnipeg jobbers never got the opportunity of a square meal during Bonspiel week. There was a great crowd of dealers in and everyone wanted to give his version of "how it happened."

Brandon and Winnipeg exhibition dates are going to clash. It will be interesting to stand back and watch the fireworks, though we regret the necessity for them.

On the opening day of the Bonspiel Brother Wayte of the John Deere Plow Co., and Brother May of the Cockshutt Plow Co., started to smile. Ten day later they were still smiling, and looked like as though they were going to stay with the job.

J. Balfour raffled his trotting mare Edna B, during the past month. The winner was a "sure enough lucky fellow." The mare is the "real goods."

There's some talk among the local jobbers of putting a curling four in training for next year's 'Spiel. The suggestion isn't a bad one. Somebody should present a trophy to be competed for by clubs representing different commercial interests.

The Railway Commissioners have not been able up to this date to digest all the evidence submitted in connection with freight rates. We hardly know what brand of pills to recommend them.

Since John Stevens became President of the Winnipeg Wholesale Implement Association one has no difficulty in noticing an added inch or two to his height and a considerable expansion in his chest. The Association should continue its growing streak and add a few cubits to its size under his guidance.

J. M. Docker, always a lover of animals, has slightly changed the location of his affections. He has forsaken the "Tiger" and now loves the "Lion."

"Why is a goat nearly?" is a question S S. Bean is propounding to his friends these days. A. C. McRae told us on the quiet that the answer to Brother Bean's query is "Because he's all butt."

Frewen Davis of Waskada says an article in this publication was the means of his getting two buyers for drills. Say, boys, don't you think that is the best possible argument why your subscription should be paid now.

Now that our Popular Voting Contest is on we want every man connected with the business to take an interest in the contestants. Evidences are now in our possession indicating that the competition will be keen. Who are you betting on to win in your Province?

H. A. Dunn, S. H. Roe, J. A. Brookbank, and a few others connected with the trade in Calgary were in Winnipeg within the past month or so, and they never called on us. Say, fellows, we're not mad, only righteously indignant. Please don't do it again.

We desire to remind J. D. Taylor that our office is still at 901 Union Bank Building. The genial Cockshutt man at Regina must have been on a speed contest the last time he visited Winnipeg. He never did it before.

It's funny but it's true. The sign of the dollar still continues to be the most popular trade mark.

Every dealer should side-track the order that has an "if" attached. If may look all hunky-dory on the go in, but when it's cancelled later on, under the latitude permitted by the little "if," it makes a man feel bad, and also mad.

"Shake hands as though you meant it, and smile."

"Before money was invented some people were happy."

"Nobody can compute the value of a smile; a frown has cost a kingdom."

Commencing to Realize Position.

Whatever may be the ultimate outcome of our trade treaty with France it is evident that its consummation will bring other European nations to a more rapid realization that they are liable to be left far behind in the race for trade with this country. A recent article in a leading German paper went after this very point. It urged a change of tactics on the part of the Government of the Fatherland, and regrets that not the slightest reference was made to Canada in the bill prolonging the provisional commercial arrangement with Great Britain until the end of 1909, which bill has become law. The concluding remarks of the writer of this article are: "If we continue our present policy in respect of our commercial relations with Canada we run the risk of being left far behind in the race for trade with that thriving country, which contains almost inconceivable possibilities of development. The interests of German trade and industry demand most urgently that the German Government shall now do something towards renewing German-Canadian relations."

The Carriage Manufacturers.

The Minister of Trade and Commerce for Canada is drawing the attention of Canadian manufacturers of carriages, etc., to the following letter received from Lord Strathcona in reference to the France-British Exhibition to be held at London this year.

Canadian High Commissioner,
17, Victoria St., London,S.W.,
The Right Honorable the Minister
of Trade and Commerce,
Ottawa, Canada.

Sir,—The head of a well-known firm of carriage builders has written me on the subject of the desirability of Canadian coach builders sending carriages for display at the Franco-British Exhibition in London next year. The gentlemen referred to is a reliable authority on the subject of coach-building, and a man of excellent standing in the trade, and as I have every confidence in accepting his statements, I think it well to bring the matter under your notice, in case you may consider it advisable to draw the attention of the Canadian manufacturers to the opportunity in question.

The International Horse Show will again be held in London next year, as well as the Olympic Games, and both events will attract a large number of visitors, who would be likely to interest themselves in such an exhibit of Canadian-made carriages at the Franco-British Exhibition.

The gentleman alluded to suggests that it would be unwise to send vehicles to compete with heavy vehicles of European manufacture, but that light buggies and trotting wagons with indiarubber tyres would probably sell. He adds that some of the carriages might be built of such size as would enable them to be turned in an English lane, by which I presume he alludes to the disposition of the front wheels.

My correspondent has been good enough to offer his services in connection with the unpacking and placing of the vehicles at the exhibition, if any assistance of the kind should be needed by the Canadian manufacturers. He is a man who has has all along taken a great interest in the Dominion, and I am inclined to think that the offer is made, not so much with the idea of profiting by the occasion, as to be of some practical use in a matter where the services of a man with a knowledge of the trade would be needed.

I am, sir, your obedient servant,
Strathcona
(Signed)
High Commisioner,"

A Star with a good record

Mr. John W. Day, of Oak River, Man., bought a **Star Windmill** and in ten months ground 1628 Bags of grain for his neighbours, and 350 bushels for himself, besides running his churn and grindstone.

He writes :—"I am well satisfied with the mill; it has more power than I expected.

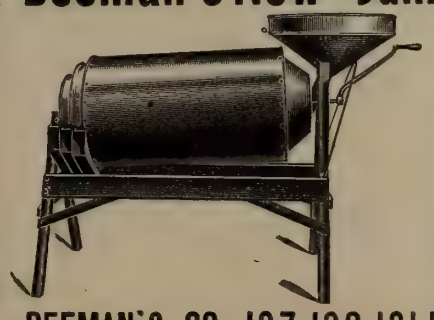
Mr. Dealer :—Do you handle this line, if not write for catalogue and prices at once.

Address :—

BRANDON PUMP AND WINDMILL WORKS,

Box 410 *BRANDON, Man.*

Beeman's New "Jumbo" Grain Cleaner



Guaranteed capacity on wheat 100 bushels per hour.

Just the machine for Cleaning **Grain for Market** on account of its large capacity and an absolute necessity in Cleaning **Grain for Seed.**

The "Jumbo" is sold on a guarantee to do **better work and more of it** in all kinds of grain and seeds than any other cleaner. This is why the "Jumbo" Cleaners are so easily sold at a good profit.

We give exclusive sale to dealers and do not sell farmers where we have an agent. Why not sell the farmers what they want? Write today and secure the agency.

BEEMAN & CO., 127-129-131 Higgins Ave., Winnipeg, Man.

The Retail Implement Dealer.

(Continued from our February issue)

By George F. Carpenter, in Farm Implements.

Be careful of your stock of goods. At all times try and remember just what you have on hand. Have it out in a prominent place where people can see it and where you yourself can see it and do not miss an opportunity to push a sale. How often it happens that some good salesman comes around and sells a dealer a new article of some kind, and it gets back into some corner of his warehouse, where it lies from one year to another, the dealer making no effort to sell it; and when this travelling man comes to see the dealer again, he tells the salesman there is no sale for his article and people do not want it; when, as a matter of fact, there is not a man, woman or child in the country who knows the dealer has such a thing to sell.

We have known cases where farmers have wanted to buy a certain make of article, and, not knowing it was carried in stock in their home town, have sent direct to the manufacturer inquiring about it or wanting to buy it; when perhaps his home dealer had the article in stock but never advertised it or let people know he was handling it.

This brings us to the subject of judicious advertising. Ever since Noah started to build his boat to go into the navigation business, it has been demonstrated that it pays to advertise. When he was building his boat he advertised what he was going to do. His neighbors said he was a fool, and that advertising did not pay; but many of them found out to their sorrow later that Noah knew just what he was about all the time.

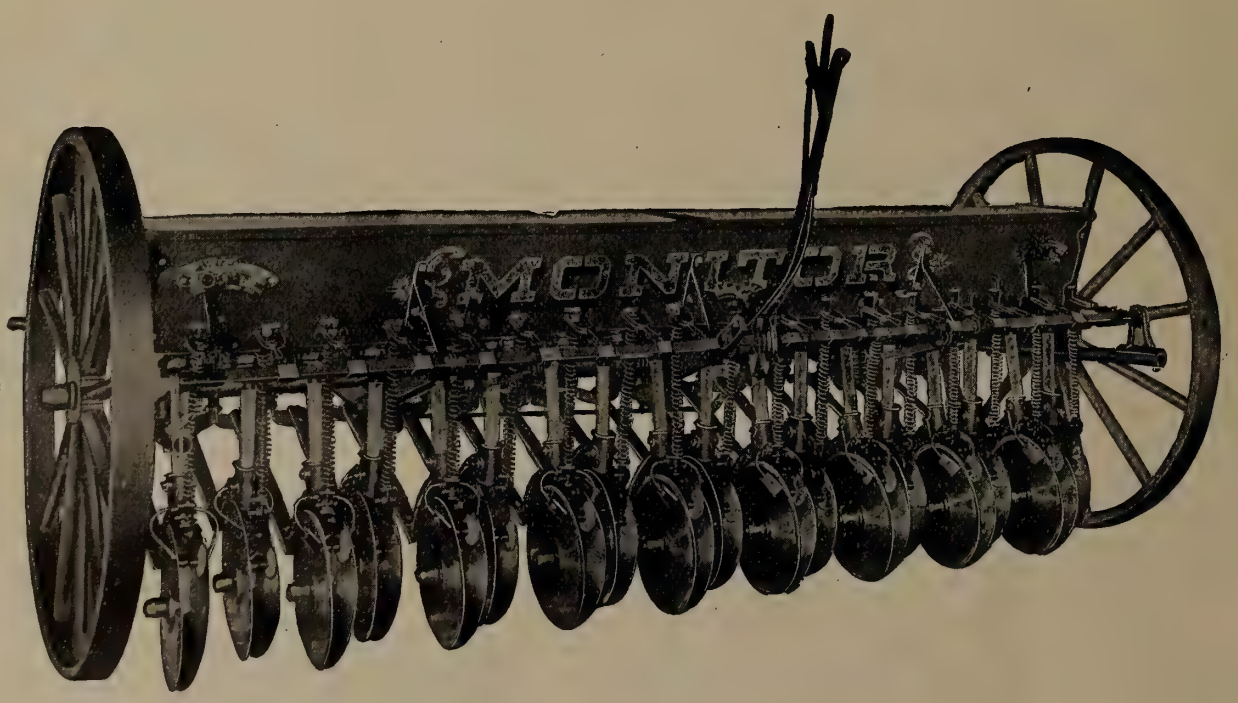
If you have an article to sell, let the people know it. We would not say just what are the best means for doing this, but, generally speaking, newspaper advertising in well selected mediums brings good results. Do not take a little corner in your home newspaper and put in "John Smith & Son sell Farm Machinery, Buggies and Wagons," and let that stand for the next four years and a half and then complain that advertising does not pay. Of course it does not pay—that kind of advertising.

If a customer came into your place of business, you would not walk up to him and say, "John Smith sells buggies and wagons." You would endeavor to find out whether he wanted to buy a buggy or wagon, and after you found out the article that he was interested in, you would take him out and show him the article; and if it was a buggy, you would call his attention to the height of the back of the seat, the good qualities of the top, the long sweep and easy riding qualities of the springs, explain the different processes of painting; in fact, call attention to all of the good qualities that the buggy in question had. You can do this to a large extent in a newspaper advertisement. You can, at least, make an announcement so interesting that a prospective customer will be interested enough to come to your place of business; and when he gets there, if you cannot convince him that you can give him the best value for the money, you had better go out of the implement business and go to running a dray. Good advertising does pay. There is no question about it. It must, however, be followed up by your ability to deliver the goods after you have succeeded in getting your customer to your place of business.

It is frequently the case that dealers allow obsolete goods to accumulate on their hands. Several years ago there was, in our city, a concern engaged in the implement and hardware business. They were well-to-do, and in fact were, when they engaged in business. It was not entirely due to their slack manner of handling their business that they did not make a success of it; but to a large extent this was true. In due course of time the firm went the way of all things earthly, having failed in business. We bought from the trustee a part of the stock. There was on hand a supply of plow-shares sufficient to last for several years, many of them being patterns that were obsolete, and no plows were in use in that part of the country which the shares would fit. They had accumulated from season to season, and instead of selling them when the plows for which they were made were in use, the firm had allowed them to accumulate on their hands until they were practically worthless. If the dealers were not able to sell those shares, and had taken the matter up promptly with the house from which they were obtained, they would undoubtedly have been able to exchange

Monitor Seeding Machinery

Do You Get Your Share of The Drill Business ? If Not, Investigate The Monitor.



DOUBLE and SINGLE DISCS

HOE-SHOE DRILLS

Ask for Book No. 62 of

JOHN DEERE PLOW CO. LTD.
Winnipeg, Regina, Calgary,

Or MONITOR DRILL CO.,
Minneapolis, Minn.

them for other goods that were saleable in their territory; but the matter was neglected. Those plowshares were stored in a corner somewhere and allowed to lie there and rust, although they represented several hundred dollars of value.

Many dealers are not careful enough of their stock of consigned repairs. We refer to stocks of binder and mower extras, thresher extras, etc., that are consigned by the manufacturer to the dealer, and which the latter has to account for in good order at the close of the season, paying for whatever is not on hand and accounted for. Now, if these lie around the warehouse, kicking around anywhere, as some dealers permit, at the end of the season there is quite likely to be one or two or more pieces missing that have been lost, got into the scrap pile, or been carried off by somebody, and which the dealer has to pay for. It does not take very much of this kind of thing to eat up all of the profit that he makes on the repairs actually sold. A small insignificant casting that is lost or not accounted for means a loss of anywhere from 50 cents to $1.50.

In the matter of collecting money due from his customers, the implement dealer is often too lax and loses out where there is no necessity for doing so. To begin with, see that every article that is of any consequence, is settled for by note when it goes out of the store, and that the note, if it is not good without security, is properly secured. It is generally easier to get security when the man wants to buy the article, than it is after he has used it six months or so and does not find it convenient to pay. He may then tell you to "come out and get your old wagon"—and in some instances you have to follow his advice. The article that is settled for when it is taken out always proves to be more satisfactory than the one which is not settled for.

How many times we have seen it happen that a binder was taken out and not settled for, and after using if a few days the farmer concluded he could get along without it, or thought he would make a kick anyway, on general principles; and in order to get a settlement it was necessary to hire a livery team, drive out to the farm, and perhaps make some concession. All of these different things, together with the time of the man making the settlement, eating up all the profit there was in the deal in the first place.

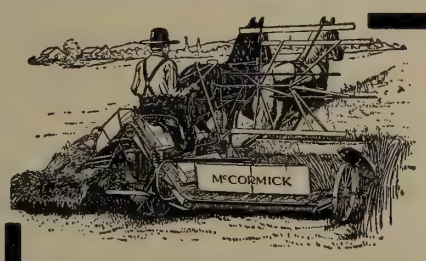
When you have taken a man's note, due at a certain date, give him to understand that you expect the note to be paid at that time. If you explain to your customer that you are dependent upon his paying his note so that you can pay your own bills, if he is honest and has a disposition to pay, he is going to endeavor to be there promptly on time and take care of that note. If he is given to understand that any old time will do, he is liable to figure on paying it in about the same way. The note that is well secured in the first place is already more than half collected, and if for any reason your customer is unable to pay his note when it becomes due, you feel very much more like granting him an extension, because you know that your claim is good because you have the proper security. Your banker will feel more like helping you out if you need help, because you have got some good, well secured paper that can be collected sometime.

If goods are allowed to go out on open account, they do not draw any interest. If settled for by note, they begin to draw interest from date, and the difference in the matter of interest on the volume of business that you do in the course of a year, will pay the salary of your bookkeeper easily.

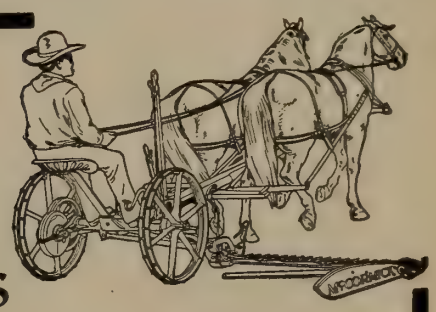
There is, as a general thing, an excellent opportunity in most every

Our 1908 Models in Power Windmills and Stickney Gasoline Engines—for strength, simplicity and efficiency—Discount all competitors. Link up with the best lines.

ONTARIO WIND ENGINE & PUMP CO. Ltd., Winnipeg.



McCORMICK HARVESTING MACHINES and TILLAGE IMPLEMENTS



THE wonderful agricultural resources of the Canadian North-west are being rapidly developed—but this development would be impossible without improved machines and implements, and the McCormick line is playing an important part in making Canada the bread basket of the world.

The McCormick binder is correctly designed and substantially constructed. Both the reel and the binding attachment, as well as the tilt, have a wide range of adjustment. The machine will work equally well in long or short grain. Made in either right or left hand—5, 6, 7 and 8-foot cut.

McCormick mowers are symmetrical in design and light in draught. The main frame is made in one piece. The gears are placed close to the left wheel so that they balance the weight of the cutter bar. Made in six sizes—3½, 4, 4½, 5, 6 and 7-foot cut.

The frame, wheels and forks of the McCormick tedder are made of steel. All the forks are given the full driving force of both wheels, hence the uniform motion of the forks is not disturbed when working in the heaviest hay.

The McCormick rake is carefully designed, and the best materials are used in the construction. The head and frame are made of angle steel and fastened together with extra heavy malleable hinges. If handled with ordinary care the McCormick rake will remain serviceable for many years.

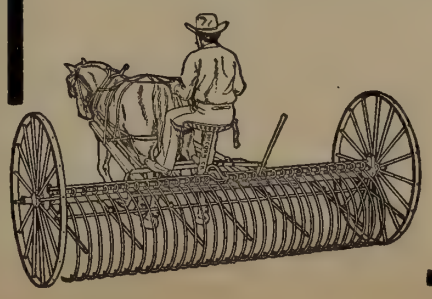
In addition to the foregoing, the McCormick line of harvesting machines comprises reapers, hay loaders, sweep rakes and stackers.

The McCormick line also includes disk drills, shoe drills, cultivators, peg tooth harrows, spring tooth and disk harrows, scufflers, gasoline engines, cream separators, hay presses, wagons, sleighs, manure spreaders, and binder twine.

Why not secure a contract to handle the McCormick line—the OK line? The nearest general agent or blockman will be pleased to give you full particulars relative to agency, terms and territory.

Western Canadian Branch Houses

CALGARY, Alta. REGINA, Sask. WINNIPEG, Man.

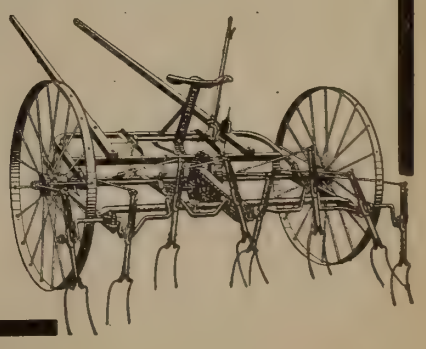


International Harvester Company of America

(Incorporated)

CHICAGO

U.S.A.

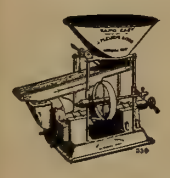
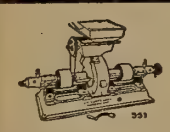


locality for a dealer to do a good business in the way of specialties. If you live in a good, fair-sized town, there are doubtless some residents who want to buy something in the vehicle line a little different from what the ordinary dealer carries. This might be a pony phaeton for a man's wife or children, a fancy driving wagon of some kind for himself, or any one of a number of specialties in that line. If you are well posted on these matters and have catalogs and prices so that you can talk intelligently when a customer comes in, you can very often make a sale at a good margin of profit, and these transactions are usually cash. Specialties of that kind you are not expected to carry in stock, as a general thing, but by being well posted, you can very frequently make the sale from a catalogue; or if you are acquainted with your trade and know that some one of your customers is likely to want something of that kind, when you are ordering a carload of goods you can arrange with him to order this for him and make a sale in that way. There are a great many small articles that can be taken up and sold at a very good profit. You cannot sell them if you buy something and stick it away in a corner somewhere and wait for somebody to come and ask for it, but you can sell them if you have them out in sight and call attention to them every time you have a customer come in there.

Try and keep your stock well assorted. If you have one article of a kind, you can do a nice business without carrying such a very large stock, because you can, after you have sold your sample article, very easily order another. In former years, when there was a large margin of profit in the sale of farm machinery, dealers did not need to be so particular about small details, because there was a large profit anyway; but now that the margins are so small, it pays to look after the small details.

The feeling at one time prevailed in the minds of many people that the business of selling farm machinery was not as honorable as it might be; in fact, it was placed in the same category as selling lightning rods or patent medicines. If at any time there was any foundation of truth in such statements, that time has long since passed. The selling of farm machinery is as honorable as any other line of business. There may be some disreputable men connected with that line of business; they are also to be found in any other lines; but that is no cause for classing every merchant as such. Your business is largely what you make it yourself. If you are honorable and businesslike in your transactions, that feeling is reflected throughout your business and you and your business are judged accordingly. It frequently happens that a man of a small capital has a much better credit rating than another dealer who has five times as much money. You ask any bank what the nature of the questions are that are asked them by wholesale houses seeking to get information relative to the credit standing of a dealer in a given community, and you will find that among them are some of the following: Is he honorable? Is he of good moral standing in his community? Is he a man of good reputation? Does he pay his bills promptly? How much capital or property has he? Frequently the first questions are considered of more importance than the last.

Make your business what it has a right to be—one of the most honorable callings in the business world. You are furnishing to a large proportion of the population of the country the means whereby they make their living and add to the wealth of the nation. It is as honorable a calling as that of the banker who furnishes the capital necessary to purchase the grain from the farmer or the raw material for the manufacturer. It is a high calling, of great possibilities. Make yourself an honor to the business, and your business an honor to the town in which you live. When there is found to be some poor woman in a town who is in need of the means of buying a Christmas dinner, and someone starts out to raise the necessary amount to assist her, he generally finds the implement man's name at the head of the list. This spirit of helpfulness and fraternalism comes along with the natural enthusiasm of the implement dealer. He cannot do otherwise. As I have already said, if he is one of the crusty kind who cannot see any good in people generally, he soon gets out of the implement business. While it is true that the returns in material benefits to those engaged in the implement trade have not always been what we might wish, they have been fully as satisfactory, we think, as in any other line of business under the same conditions and circumstances. And, in any event, the implement man has the courage of his convictions; has the knowledge of having done his duty as he saw it, to the best of his ability; and in his declining years can look back over years of toil and worry that have been brightened by a lot of hopefulness, and a knowledge of having helped someone along the way.

THE LARGEST LINE OF

GRINDERS

IN CANADA

In **sizes** to suit **any power.** These cuts show **three classes.**

549, for use on the **Farm.** Three sizes.

550. Farm use or **Custom** Work (stationary or for moving from place to place).

551. Attrition Mills for Elevators, **Custom Mills,** etc Finest work and greatest capacity. We have just what you need in these "Rapid-Easy" Grinders—which do **more work** with **same power** than others. Information, circulars, etc., upon request.

JOHN DEERE PLOW CO. Ltd.

Winnipeg, Regina and Calgary SOLE AGENTS

J. FLEURY'S SONS, Aurora, Ontario, Canada.

POPULAR VOTING CONTEST

Subscription Blank.

CANADIAN FARM IMPLEMENTS

901-2 Union Bank Building,
Winnipeg, Man.

.....190

Find enclosed amount of $..... covering subscription to **Canadian Farm Implements** for .....years.

Name .....

Town.....

Province .....

Credit Votes to .....

A Most Creditable Production.

The De Laval Separator Co. have sent us a copy of their new catalogue and it certainly entitles them to a great deal of praise. From the pleasant scene on the outside front cover to a corresponding picture on the back this list is exceptionally well gotten up. The illustrations of the company's factory, their machines, and various sectional parts of their machines are among the finest examples of the engraver's art that have come to our attention in a long time Dealers interested in securing a copy of this catalogue should drop a card to the office of the company here, and we would suggest that the earlier the better.

We Ask You to Decide

Who is the most popular Travelling Salesman connected with the Trade in Manitoba, in Saskatchewan, and in Alberta?

CANADIAN FARM IMPLEMENTS will conduct a voting contest among its good friends the dealers in agricultural implements, vehicles, and kindred lines doing business in Western Canada, to find out who is in their estimation the most popular travelling salesman connected with the trade in each of the provinces of Manitoba, Saskatchewan and Alberta.

TO THE TRAVELLER receiving the most votes in Manitoba we will present One Hundred Dollars ($100.00) in Gold; to the traveller receiving the most votes in Saskatchewan we will present One Hundred Dollars ($100.00) in Gold, and to the traveller receiving the most votes in Alberta we will present One Hundred Dollars ($100.00) in Gold, with which to defray the expenses of their annual vacation or otherwise as they may choose.

THE COMPETITION PERMITS any dealer living West of the Great Lakes in Canada voting for any travelling salesman whom he may favor, whether the salesman may be contesting for the premium in the particular province of which the dealer is a resident, or not. We will be pleased to furnish any travelling man in the trade with any additional information desired.

Rules of Contest.

1.—All travelling men engaged in the actual selling of farm implements, vehicles, cream separators, binder twine and threshing machinery in Western Canada will be eligible to enter the contest.

2.—Contest will be decided on votes estimated as follows:

50 cents.	Good for	1	year's	subscription	to one address and	20	votes
$1.00	"	3	"	"	"	40	"
$2.00	"	6	"	"	"	80	"
$3.00	"	9	"	"	"	160	"

3.—Every subscription sent must be in the name of a bona fide implement dealer, general agent, blockman, branch house manager, or regular implement, vehicle, cream separator, binder twine or thresher traveller. Subscribers in arrear will have amount owing deducted from money sent, but votes will count as above. In every case of past due subscription $1.00 will cancel all arrears and prepay subsciption to end of 1908.

4.—Every competitor must send in his name and address, the province he is contesting, the name of the concern he represents, and the territory he works, upon entering the contest, accompanied by $1.00, which will prepay his subscription to our publication for three years and give him a starting credit of forty (40) votes in the contest.

5.—Votes once received cannot be changed or transferred. All votes will be finally counted and certified to by affidavit of two prominent men connected with the trade and the Manager of this publication. Their decision will be final in all matters of dispute.

6.—The contest will commence March 1st, and will close June 30th, 1908, all envelopes containing subscriptions for contest must bear postmark before midnight of the latter date.

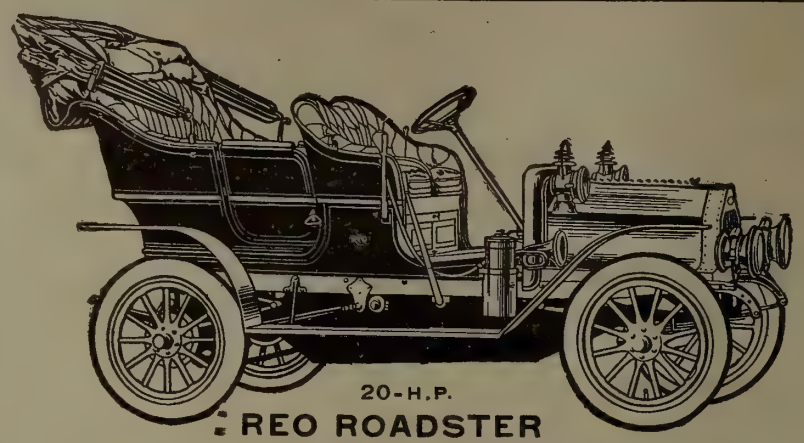
7.—Remember Canadian Farm Implements is a trade paper and that every subscription sent must be in accordance with Rule 3. Those sent in the names of others will be returned, money refunded, and no vote credit given on them.

8.—Bear in mind that none of the manufacturers or jobbers are financially interested in Canadian Farm Implements, and no papers sent to dealers have been ordered or paid for by them. Every dealer who has been receiving the paper without prepayment is indebted to the publishers only.

9.—Should there not be five competitors in any province the contest will be declared off in such province and a commission of 50% paid on subscriptions received.

Canadian Farm Implements, Ltd.,

901-2 Union Bank Building **WINNIPEG.**



20-H.P.

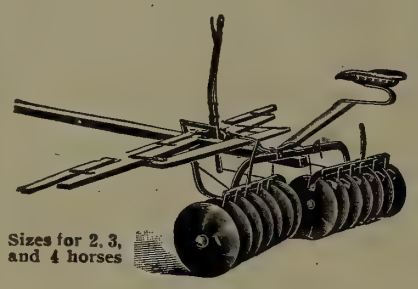
REO ROADSTER

also TOURING CARS and RUNABOUTS.

The **REO** gives you more for your money than any other motor car ever built. If you are interested let us show you.

Our other lines:

Oldsmobile—Franklin and Ford Automobiles, Brantford Carriages, Maw-Hancock Disc Plows, Lorne Wagons, Empire Pumps, and Simplicity Gasoline Engines



Sizes for 2, 3, and 4 horses

BISSELL The King of DISK HARROWS

It Takes to the Ground

"Bissell" Harrows have the essential parts all in the right relation and correct proportions. Wherever there is hard work to be done they take to the ground like a duck takes to water.

The success of this Disk is a surprise and wonder to competitors and imitators.

Joseph Maw & Co., Ltd.

Winnipeg, Man.

GOOD RELIABLE AGENTS WANTED

To handle our Sewing Machines and Fencing.

OUR SEWING MACHINES ARE THE BEST

We have the Combined Secretary and Cabinet.

and most up-to-date on the market, and a good profitable line for any agent to handle.

THE DAVIS ROTARY.

THE DAVIS VERTICAL FEED.

THE NEW DAYTONIA.

THE STERLING.

THE WINNER.

All manufactured by the Davis Sewing Machine Co. of Dayton, Ohio.

We also handle the

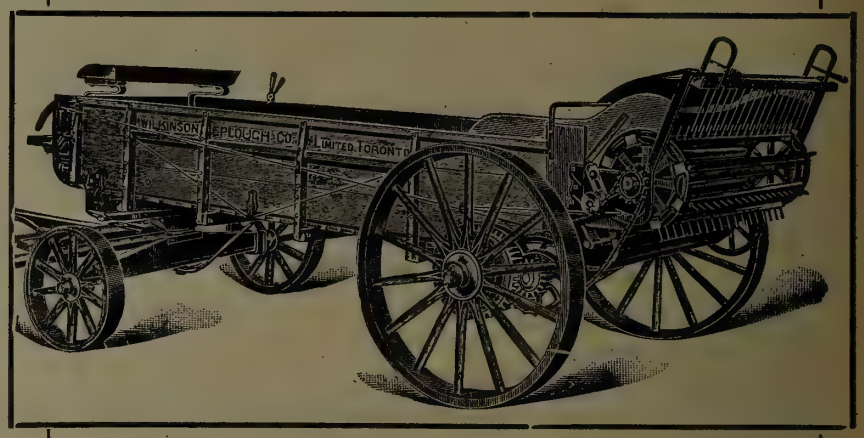
REVERSE COIL WOVEN FENCING

This is the Best Fence on the market as the stays cannot slip sideways. We also handle Gates. No. 9 Coil Spring Wire, locks and stays, locking tools, stretchers, etc., etc.

SEND FOR CATALOGUE AND PRICES.

HEDLEY & BELL, 1204 Rosser Ave., **BRANDON, Man.**

MANURE SPREADERS



Consider what it means to you to be able to offer your customers a perfect Manure Spreader. You don't want to be bothered with endless requests for adjustments and free repairs and other troubles.

If you sell the Great Western Endless Apron Manure Spreader you will sell satisfaction. It is simple, easily operated, and repairs are practically nil.

Used in every part of Canada and the United States—and increasing its sales every year.

Remember—you get more capacity for the same money. That is worth your while.

We cannot give you all the reasons why the Great Western is the machine, but our catalogue tells you—write for it and prices.

MADE BY

The WILKINSON PLOUGH CO. LTD., TORONTO.

The Stewart-Nelson Company Ltd.

GENERAL AGENTS WINNIPEG.

CANADIAN FARM IMPLEMENTS

VOL. VII, No. 4. WINNIPEG, MAN., APRIL, 1908. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

UNION BANK OF CANADA.

CAPITAL AUTHORIZED - $4 000,000 CAPITAL PAID UP - $3,136,960
REST - $1,600,000

Hon. John Sharples, President. G. H. Balfour, General Manager.

WESTERN HEAD OFFICE STAFF:
H. B. Shaw, Superintendent. F. W. S. Crispo, Inspector.
H. Veasey-P. H. Vibert-J. S. Hiam-Assist. Inspectors.

Union Bank Building, Winnipeg.

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MANITOBA.—Altona, Baldur, Birtle, Boissevain, Brandon, Carberry, Carman, Crystal City, Cypress River, Deloraine, Dauphin, Glenboro, Gretna, Hamiota, Hartney, Holland, Killarney, Manitou, Melita, Minnedosa, Minto, Morden, Neepawa, Ninga, Rapid City, Roblin, Russell, Shoal Lake, Souris, Strathclair, Virden, Waskada, Wawanesa, Wellwood, Winnipeg, Winnipeg North End Br., Sargent Avenue Br. and Logan Avenue Br.

SASKATCHEWAN.—Arcola, Asquith, Carlyle, Craik, Cupar, Esterhazy, Fillmore, Humbolt, Indian Head, Lanigan, Lemberg, Lumsden, Maple Creek, Moose Jaw, Moosomin, Milestone, Oxbow, Pense, Qu'Appelle, Regina, Saskatoon, (Sask. Rosedale Br.), Sintaluta, Strassburg, Swift Current, Wapella, Weyburn, Wolseley, Yorkton.

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ONTARIO—Ft. William. BRITISH COLUMBIA—Vancouver.

Interest allowed quarterly on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.

FRANK O. FOWLER, President. ANGUS McDONALD, Vice-President.

THE CENTRAL CANADA INSURANCE CO.

BRANDON - - - CANADA.

Fire Insurance.
Pure-Bred Registered Live Stock Insurance
Hail Insurance (in Manitoba).

Lowest current Rates of Premium
Absolute security for Policyholders. JOS. CORNELL, MANAGER

HARDWOODS - - -

Manufacturers and Importers of Vehicle Wood goods of all kinds.

We make a Specialty of carrying Hardwoods suitable for the Implement Trade.

We are also the largest Dealers in Hardwood Lumber in the West and solicit your enquiries for either car lots or small quantities for local shipment.

D. Ackland & Son, Ltd.,
65 to 68 Higgins Ave., **Winnipeg, Man,**

Watson's Pulverizers and Compressors

Watson's Steel Harrows **Watson's Boss Wood Harrows**

In stock for immediate shipment. All **high grade** Implements of the most up-to-date construction.

Write or wire us shipping instructions.

ALSO
GRAIN GRINDERS
ROLLER CRUSHERS
HORSE POWERS
BEVEL JACKS
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John Watson Mfg. Co. LIMITED

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ALSO
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BUGGIES
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LAWN GOODS
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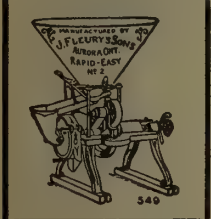

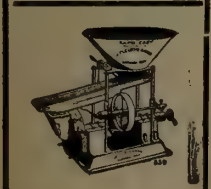

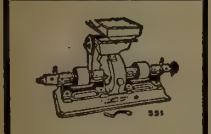

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JOHN DEERE PLOW CO. Ltd.

Winnipeg, Regina and Calgary SOLE AGENTS

J. FLEURY'S SONS, Aurora, Ontario, Canada.

GALVANIZED STEEL SHINGLES
CORRUGATED SHEETS
ORNAMENTAL STEEL SIDINGS
EMBOSSED METAL CEILINGS
Building Materials of every Description in
SHEET METAL

ROCK FACED STONE SIDING

Tell us all about your requirements
and ask for our latest Catalog.

CLARE & BROCKEST

246 Princess Street, Winnipeg, Man.

Manure Spreaders

There is only one best way to sell a Manure Spreader. Get a Great Western in on your floor, display it well, and you can demonstrate to your customer in five minutes that you have got the machine to buy.

Think of just that one advantage of the Endless Apron—that alone is a thing which will sell it ahead of any other.

There are 33 other "Real Reasons" why this machine is so popular both in Canada and the United States. Get our catalogue which tells you all of them.

Just to remind you again—you get more capacity for the same money.

Send for that catalogue to-day.

MADE BY

The Wilkinson Plough Co., Limited,

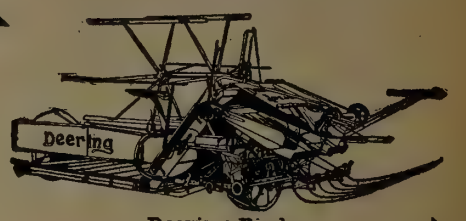
TORONTO.

The Stewart-Nelson Co. Ltd.

General Agents,

WINNIPEG.

PROFIT PRODUCERS



Deering Binder

You as well as every other implement dealer in Western Canada want to handle profit producing farm machines, not only profit producers for yourself but profit producers for the farmers in your locality.

The Deering line of harvesting machines are profit producers for both you and the farmers. These machines are built just right to satisfy the most exacting farmers.

Every Deering machine sold is a salesman for the dealer. Satisfactory work in all kinds and conditions of fields and grain, light draft, ease of operation and durability make them as good advertisements as a dealer could wish.

DEERING BINDER

Deering binders have become famous because of their light draft, absolute reliability and faultless construction. They work equally well in long or short, heavy or light, and lodged or tangled grain.

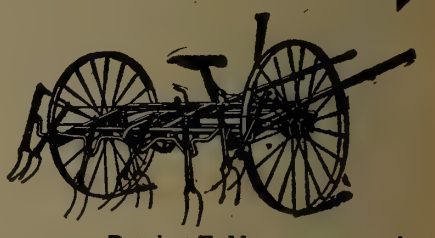
DEERING MOWER

Deering Mower

Every feature of good mower construction is embodied in Deering mowers. They are not horse killers, but are exceptionally light in draft. These mowers are equipped with ball and roller bearings; they have great tractive powers and cut clean.

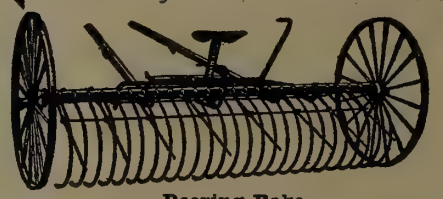
DEERING TEDDER

The Deering Tedder is a chain drive machine—easy on the horses and easy on the operator—no incessant jerking and jarring. Tedds the hay thoroughly so that it cures properly.


Deering Tedder

DEERING RAKES

Deering rakes are designed for clean raking, strength and durability. The frames of these rakes are of the best angle steel. The teeth are made of high grade crucible steel and so shaped that they do not dig into the soil. The rake is dumped easily and may be adjusted to any height windrow.


Deering Rake

If you want to handle a line of profit producers, handle Deering line.

In addition to handling Deering harvesting machines, dealers have the advantage of carrying a stock of disk drills, shoe drills, cultivators, smoothing and disk harrows and scufflers, gasoline engines, cream separators, hay presses, wagons, sleighs, manure spreaders and binder twine.

It will pay you to see the blockman in your locality, or write nearest branch house concerning terms and territory.

Western Canadian Branch Houses :—

Calgary, Alta. Regina, Sask. Winnipeg. Man.

International Harvester Company of America

(Incorporated)

CHICAGO - - U.S.A.

JOHN DEERE BIG ENGINE GANG

STEAM PLOWING is both practical and profitable—**IF**

1st.—You have a gang so constructed that **two** men can operate both engine and gang **rapidly** and under **all conditions.**

2nd—The gang must have more than "strength"—it must be **strong enough.** Repair bills are not the only items to fear Lost time, an expensive outfit standing idle, is what cuts into profit.

3rd—The quality of work done must be above criticism. And the gang must **work well any place** where steam plowing is practical.

Engine gangs are a big proposition you want a **big company** back of them.

WRITE FOR OUR PROPOSITION TO AGENTS

A FEW FACTS

The fireman can step from the engine to the platform and raise all the plows as they cross a given line, without stopping the engine—because there are but **FIVE LEVERS.**

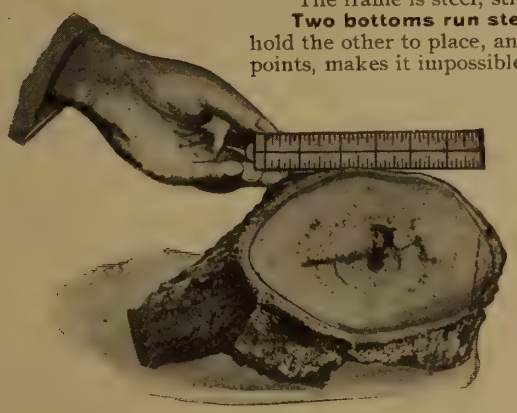
The frame is steel, strong as a bridge.

Two bottoms run steadier than one, each plow having a tendency to hold the other to place, and the wide clevis connection, drawing from two points, makes it impossible for either plow to "wing."

The gang, taken as a whole, is rigid enough to ensure **perfect work**—but each individual gang of two bottoms is flexible and will conform to any inequality of ground without affecting the uniform depth of plowing.

Coupled close to the engine—draft light. **A small number of levers**—all easy to operate

Frame extensions can be furnished so two or four extra bottoms can be used. In this way you have a ten, twelve or fourteen bottom gang, as conditions require.



Pecan Root cut off with a John Deere Share

Breaker or stubble bottoms can be used interchangeably.

Equipped with **John Deere Bottoms**, the best in the world—ask your blacksmith.

Our circular contains a number of letters from men who have plowed thousands of acres with the JOHN DEERE BIG ENGINE GANG.

Gentlemen: The 10-furrow 14-in. Deere Engine Gang with stubble bottoms gave us the best of satisfaction. Every one who saw it work said it was the best work possible to be done. We plowed 300 acres, plowing 22 to 28 acres per day. We pulled the plow with a 30 h.p engine, which gave us plenty of power. Two men handled the engine and plows very easily. You have the best device for handling the plows we ever saw—going over rough and uneven ground—each plow being independent makes very even work. Any one thinking of getting a steam plow will make no mistake in getting one of your outfits.

Yours truly,
L. RHODES & SON.

JOHN DEERE PLOW CO., LTD.

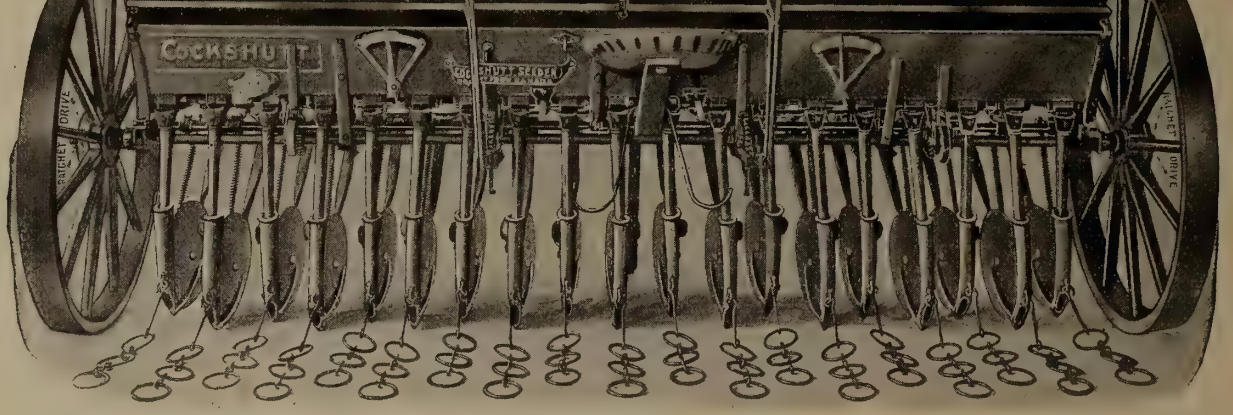
WINNIPEG **REGINA** **CALGARY**

COCKSHUTT DRILLS

HAVE BEEN	ARE	WILL BE
WIDELY USED	*DURABLE AND UP-TO-DATE*	*EARLIEST ON THE LAND*
STRONGLY RECOMMENDED	*LIGHT IN DRAFT*	*A SOURCE OF PLEASURE TO OPERATE*
WELL ADVERTISED	*EASY TO SELL*	*TROUBLE-SAVERS FOR THE DEALER*

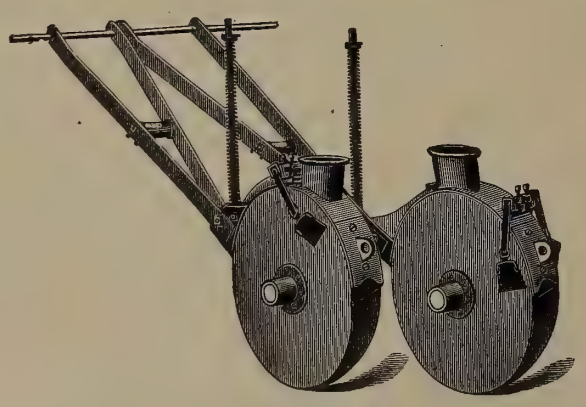
An important means of building up and conserving your trade

Interchangeable Single Disc Double Disc and Drag Shoe Drills



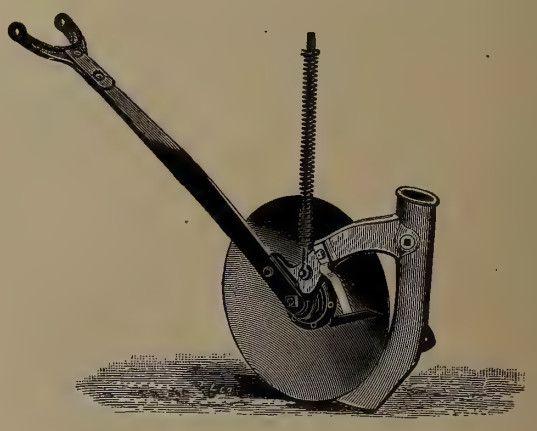
Sizes: 14, 17, 18, 19, 20 or 22 Shoes

A thorough explanation to the farmer of the **Cockshutt Single Disc Bearings** never fails to sell. They are dust-proof, and chilled hard as flint. Always working in a bed of oil, they are practically indestructible. We have demonstrated that our bearings are the easiest running and most durable made. This fact accounts for the great popularity of Cockshutt Single Disc Drills.



Cockshutt Double Disc Shoes

Work well and wear well. The automatically adjusted scrapers keep the discs bright and clean—both inside and outside The dust-proof chilled bearings insure long wear.



Cockshutt Single Disc Shoes

have the greatest stagger and most clearance of any on the market. They will go right through mud and trash on any land in which horses can navigate.

COCKSHUTT PLOW CO., LTD.

Western Branches: Winnipeg Regina Calgary

Factory: Brantford.

CANADIAN FARM IMPLEMENTS

Vol. VII, No. 4 WINNIPEG, MAN., APRIL, 1908. SUBSCRIPTION PRICE} Per Copy, 5c. Per Year, 50c

The Development of the Motor Tractor.

All dealers are more or less interested in the development of the farm motor tractor. Many are desirous of knowing what progress is being made by the manufacturers of these engines; both with respect to the construction and in regard to the satisfaction they are giving in meeting the requirements of the farmer.

The most authentic information on this subject at the moment is from the pen of Mr. Roland R. Dennis, a Special Agent of the United States Government, who is visiting foreign countries for the purpose of making reports concerning the trade in agricultural machinery, and the progress foreign manufacturers are making along this line.

According to one of his recent reports, agricultural England is just at present much interested in what is believed there to be the coming motive power for nearly all, if not all, of the work of the farm, especially that portion which is accomplished by locomotion. He says:—

"Probably no country in the world produces finer traction engines, steam driven, than those turned out by several of the best English makers. So fully is this point conceded by the continental farmer, that it is quite safe to state that 75 per cent of all the traction engines in use in Europe are made in England. The great weight of these engines, however, virtually precludes using them in field work on the farm, and hence their use has been confined to the drawing of very heavy loads on the admirable roads, and in their dual capacity of portable engines, driving any machinery, such as threshers, chaff cutters, root cutters, grinding mills, etc., that may be installed at the estate headquarters.

"For several years very extended experiments have been carried on by several firms, with a view to producing a motor tractor; i.e., an internal combustion oil engine-driven traction engine of sufficient power and traction to plow four or six furrows on ordinary land, and at the same time to be light enough in weight not to mire itself should the ground be soft.

A LIGHT, COMPACT MACHINE.

"As a result of this experimentation, three concerns seem to have come through with a tractor which is sufficiently satisfactory to be offered to the public. No. 1 is a three-wheeled affair, the two rear wheels, chain-driven, doing the propelling, and the third wheel in front only being used for steering purposes. A short description of this tractor, taken from a well-known trade paper, follows:

"'It is of light construction, for when carrying its 30 gallons of water for cylinder cooling, ready for work, it weighs about 17 hundredweight 7 pounds (1,911 pounds). It is nevertheless effecting the objects named very satisfactorily. Fitted with an 8-horse power double-cylinder engine lying midway between the front wheel and the water tank at the other end of its channel-iron frame, the starting and stopping lever, sparking button, and two hand-manipulating rods are all just where they ought to be for the driver's convenience. Furthermore, we found, after stopping the engine for the driver's dinner hour, that although it had remained so quiet during that time as to appear to be without quickly resuscitated energy, it could be restarted in less than a minute for the resumption of duty.

"'The front steering or castor wheel is actuated by chain and sprocket wheels, and answers its requirements admirably. The engine is free to give off power from a pulley to drive stationery machinery, such as a saw bench, mill, chaff cutter, or pulper, and by the employment of a friction clutch is capable of transmitting the energy to the balance-gear shaft of the road wheels or a silent running chain, when it can be used as a locomotive. Of broad face, the road wheels are furnished with obliquely fixed gripping irons to prevent skidding. There is very little to be learned regarding the engine's manipulation and the means necessary to effect its twofold purpose; it is light, powerful, compact, fitted with one speed forward and reverse and free from vibration when in operation.'

"A call on the manufacturers of this tractor disclosed the fact that the American patents are now being worked by a manufacturer in the West, and is therefore to be inferred that the machine will soon be offered to the farmers of this Continent.

A MACHINE OF GREAT POWER.

"Tractor No. 2 is also a three-wheeled machine, all three of which are drivers. The two front wheels are the steerers, the same as on an auto car, the third or rear wheel having power conveyed to it by a shaft and beveled gearing. The manufacturers thus set forth the merits of their engine:

"'The motor is provided with three speeds, forward and reverse, of 2½, 3½, and 7 miles per hour. The tractor is spring mounted on three steel traveling wheels, all of which propel. It is steered by the two front wheels, and the third or back wheel is driven from the balance gear of the differential shaft. It will be seen from this that neither of the differential wheels can slip unless the third wheel also slips, except when rounding a corner, and then owing to the track of the third wheel being midway between the other two the differential action is unfettered. This feature gives to this motor the greatest hauling power it is possible to obtain from any motor of a given weight, as the entire weight rests on the three traveling wheels, and no one wheel can slip by itself, the fundamental point of agricultural traction being grip of the ground, beyond which no amount of power will avail, and great weight is not permissible. Another feature is the carburetor, which burns either common gasoline or oil. The engine is started on gasoline and runs for a minute or so, and then the driver may turn on oil or continue operating with gasoline. The whole mechanism is so designed that every part is easily accessible for inspection, oiling, or repairing. Every vital part is made of steel, and all precautions have been taken to provide the requisite strength for each detail.'

"They claim to have hauled three mowers, cutting four acres per hour with 'a consumption of fuel of three-fourths of a gallon of oil per acre cut;' and with a larger sized tractor to have hauled three 6-foot binders, cutting 4 acres per hour on a consumption of seven-eighths of a gallon per acre cut and bound.

A MOTOR WHICH MAY REVOLUTIONIZE FARMING.

"Tractor No. 3 has been brought out by one of the largest and most successful makers of stationary, portable, and traction engines in the world. After more than two years of careful experimentation, during which they claim to have eliminated every weakness as it has been discovered, they exhibited their 30-horse-power oil motor at the Smithfield Show, held in London on December 9 to 13, 1907. After spending two days in watching the working of this motor in road hauling, plowing in light and heavy soil, and threshing, I was so favorably impressed with its practicability and of its ultimately revolutionizing the present use of horses on large farms that I give herewith an extended description of its arrangement, as well as a report of a twenty-four hour plowing test made in November, 1907, with a view to establishing the actual cost per acre of this class of work:

"'The cam shaft which operates the bell-crank levers governing the valves is situated high up at the back of the cylinders, and it is driven from the crank shaft by a double set of screw gearing. The governor is mounted on the vertical shaft through which the drive to the upper set of screw gearing is transmitted; a bevel wheel which drives the circulating pump is also secured to this shaft. The pump is of the rotary, gear-driven type and has three wheels, the center one of which is twice the width of each of the other two. The object of this arrangement is to get a double suction and a double delivery for the water.

"'Low tension magneto ignition is fitted, and the magneto is mounted with and driven by the cam shaft. The vaporizer is of the hot-plate type and is kept at a sufficiently high temperature by the exhaust gases from the cylinders. The rate of feeding the fuel may be regulated by a valve mounted directly over the top of the vaporizer. Only a small quantity of air is passed through the vaporizer, the main air supply being taken in at the bend of the inlet pipe. The fuel is fed to the vaporizer from the tank by gravity; the tank is divided into two compartments, one for gasoline and one for oil. The oil is lifted from the main fuel tank, which is situated under the water tank at the rear of the tractor, by means of a small plunger pump, which is driven off the cam shaft by means of an eccentric.

"'A large-diameter, inverted-cone, metal-to-metal clutch transmits the power, through spur gearing, to a three-speed gear box, which provides for speeds of 2,

4, and 6 miles an hour in a forward direction and a reverse speed of 2 miles an hour. The belt pulley may be used for driving a full-sized threshing machine or any other kind of farm machinery.

"'The water cooler resembles a water tower in miniature. It is divided into two portions and each receives water from one of the two delivery pipes in a distributing chamber, from whence it passes through a large number of small holes to a series of inclined, corrugated metal shelves; the water is thus spread over a very large surfacs, and the cooling is further assisted by the draft induced by the exhaust gases passing up the funnel.

"'FINAL DRIVE—CHARACTERISTICS—OPERATING COSTS.

"'The final drive from the gear box is by means of spur gearing to the live axle. The differential gear may be locked when necessary and a slip-winding drum is fitted. There are two sets of brakes; one of these is actuated by a foot lever and the other is a screw-down brake acting directly onto the inside of the driving wheels.

"'Simplicity, strength and durability are the principal characteristics of this machine. It has been designed especially for agricultural use, and it may be used for any purpose for which an 8-horse-power traction engine may be used. In the twenty-four hour plowing test the object was to determine how much land the tractor could plow in twenty-four hours, working continuously, and also to prove the reliability of the motor under these unusually severe conditions.

"'The gasoline, oil, and water tanks were sealed by a representative of a technical paper and the cost results are taken from his report. The actual plowing time was twenty-two hours and forty-seven minutes, and during that time 21½ acres of land had been plowed, at an average rate of an acre in one hour three and one-half minutes. The following tables show the costs of operation:

"'Fuel and supplies—	
44 gallons oil, at 9 cents	$3.96
2 gallons gasoline, at 25 cents	.50
1½ gallons lubricating oil, at 37 cents	.55
Grease, waste, etc	.38
Carting water	.50
	5.89
About 27½ cents per acre.	
"'Labor—	
Two plowmen for 26 hours, at 75 cents per day of 9½ hours	$4.12
One driver, at $1.12, as above	3.08
	7.20
About 33½ cents per acre.	
"'Total cost of plowing 21½ acres—	
Fuel and supplies	$5.89
Labor charges	7.20
Interest on capital at 5 per cent	.34
Depreciation, 20 per cent	1.37
	14.80
Total cost per acre 69 cents.	

"The items of fuel and supplies would apply equally well to the conditions in the United States. The labor items would have to be, probably, more than doubled. Exceptions must be taken to the manner in which interest and depreciation are compiled in the foregoing table. A twenty-four hour continuous test should at least be considered as two days, if not two and a half days, in estimating those two items. Hence for the conditions in the United States an estimate of cost, the interest and depreciation being based on a total outlay of $2,500 for tractor, plows, and tackle, would work out as follows:

"'Plowing 21½ acres—	
Fuel and supplies	$5.89
Labor and charges	16.80
Interest on capital	.85
Depreciation	3.42
	26.96
Total cost per acre $1.25.'	

Another Grain Shocker Invented.

One William A. Leitch, of Sarles, N.D., is reported to have invented a grain shocking machine, which, if his claims can be substantiated, and the device performs the task for which it is constructed, will result in helping to solve the farm help problem and in saving much money to the farmer.

According to the reports the invention consists of a small machine that can be attached to any binder. It takes the bundles as they fall from the binder and carries them in an upright position to a table. The table rotates step by step and builds the shock in much the same manner as it would be built by hand. It makes two complete revolutions, and then by an ingenious device is parted in the middle and the shock is dropped, the butts landing squarely on the ground.

Other inventions have been made of machines to do this work, and while they have all been more or less successful in getting the shock together, none have been able to place the shock squarely upon the ground. The shock fell forward with the momentum of the machine. To overcome this, Mr. Leitch is said to have introduced a simple device which does the work perfectly. A steel ring is held in position on the outside of the shock. This drops with the shock and holds it in position until it is deposited upon the ground, when it clears, swings back into position and is ready to take up the next shock. Several tests of the new shocker have been made, and are reported very satisfactory. The cost of this machine, the inventor considers, will be low in point of value of such a machine to the farmer, but no definite statement of price has been given.

CONFIDENCE

All over this broad land you will find that the vehicle buying public have confidence in the quality of goods bearing the name *Studebaker*.

They know that they can depend on a *Studebaker* wagon or buggy or harness.

We consider the confidence of the vehicle buying public in goods bearing the name of *Studebaker* as one of our most valuable assets and it is our constant endeavor to continue to deserve that confidence.

We test the quality of every kind of material going into our vehicles and our inspection of finished work is most rigid and painstaking.

We do not believe that any other maker of vehicles so jealously guards the quality of his goods.

The dealer who builds up a business selling *Studebaker* vehicles has a trade that is permanent and worth while

Studebaker Brothers Manufacturing Company

South Bend, Indiana, U. S. A.

Largest Vehicle Manufacturers in the World

Brandon.

Mr. D. McDonald, implement dealer, of Virden, Man., was in the city on business a few days ago.

Mr. D. Nichol, who represents the Massey-Harris Co., at Alexander, Man., was here for a few days during the past month.

Mr. A. C. McRae, the well-known carriage dealer of Winnipeg, was up to Brandon while the Fat Stock Show was in progress.

Mr. J. Britton, of the travelling staff of the North West Thresher Co., was in town for a few days late in March.

Mr. James Shirriff, Manager of the Portage Iron and Machine Works, Portage La Prairie, Man., was a visitor to the city during the time of the Winter Fair.

Mr. H. Cascaden, formerly of Bradwardine, Man., has taken up his residence at Davidson, Sask., where he will represent the Massey-Harris Co.

Mr. W. J. Reid, who has been travelling for the Sylvester Mfg. Co., of this city, recently resigned. It is understood that Mr. Reid intends to go back to farming.

Mr. E. Willis, of Reeves & Co., was in town for a brief visit since my last report. He states that orders are beginning to come and that the outlook for the future is improving every day.

Mr J. Bonner, of the travelling staff of the Portage Iron and Machine Works, of Portage la Prairie, Man., was in town recently in connection with that firm's interests.

Mr. H. Lockhart, of the implement firm of Lockhart & McIntosh, of Rapid City, Man., was a visitor to the Wheat City during the past month. He reported favorably concerning spring sales and future prospects.

It is a pleasure to report a good spring trade in drills and plows. Even at the present writing the volume of business in these lines is greater than it was at this time last year. Collections, however, are still very slow in coming in.

Mr. J. H. Humphry, of Humphry & Son, dealers at Griswold, Man., was in the city during Convention Week, taking in the sights at the stock show, and incidentally visiting friends connected with the implement fraternity and otherwise.

We are pleased to have a visit from Mr. F. D. Blakely, President and Manager of Canadian Farm Implements, since our last report. The genial Frank was up to the Winter Fair. While here he called on the members of the trade, and took advantage of the opportunity to shake hands with many old friends and acquaintances.

Mr. W. Drummond, one of the well-known dealers of Minnedosa, Man., was in the city recently as a member of the Grand Jury at the late Assizes. He reported an excellent outlook for spring business and stated that prospects for a successful year in his district were very bright.

Mr. W. F. Flynn, representative of the Pitner Gasoline Lighting Co., of Chicago, and Winnipeg, was in town a short time on a business trip. He stated that his company would soon establish a branch here to handle their business in Brandon and district.

Mr. E. J. Gifford, Manager of the North West Thresher Co., here, reports the sale of what is said to be the largest plowing and threshing engine ever brought into Western Canada. It is a fifty-one horse power machine, its actual shipping weight being 39,775 pounds. It has been purchased by parties in Southern Alberta.

The great Winter Fair of 1908 is past and gone, and the most optimistic hopes and dreams of the promoters have been more than realized. Mayor Clement formally opened the new building on March 10th, a very large crowd being present from all over Manitoba. All classes of the prize list were well filled; the exhibit of horses being one of the finest ever got together in Western Canada. There were also excellent showings of cattle, sheep, and swine. and those in connection with these different departments are looking forward to improvements at next year's show. The poultry exhibit was one attraction that nobody missed. Over six hundred entries were made, comprising almost all varieties. When it is known that no prize money was paid in the poultry department this showing is phenomenal for a first year. During the Fair the different live stock organizations held their annual meetings and elected officers for the ensuing year. In future the exhibition will be known as the Provincial Winter Fair. A sale of standard bred horses from the estate of the late Dr. S. McInnes took place at the close of the Fair, and good prices were realized. In addition to the live stock display there was a splendid exhibit of grain cleaning and pickling machinery made by the different manufacturers of these lines. Geo. Smith showed his grain stooker, which attracted much attention.

MOUNT FOREST CARRIAGE CO'S.

BUGGIES AND CARRIAGES

HOUGHTON
JOGGING CART
Weight 45 lbs.

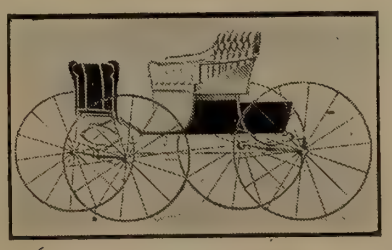
are strong, stylish and serviceable.

Every job made to give perfect satisfaction to the purchaser. Sure trade winners for live dealers. Most up-to-date designs, and superior wearing finish.

Let us send you our Catalogue and 1908 Terms.

Let us send you catalogues and full particulars regarding Eureka

Potato Planters,
Potato Sprayers,
and
Potato Diggers



No. 119—Forest King.

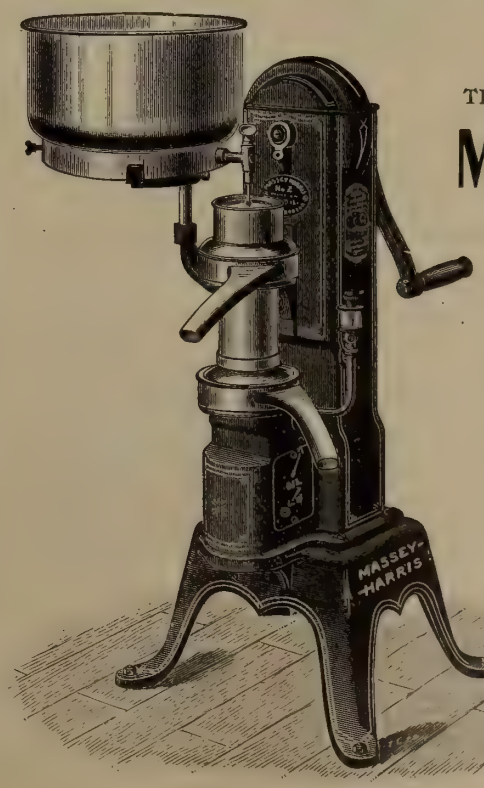
A. C. McRAE,
Western Canadian Representative Winnipeg.

A SQUARE DEAL

That is what your cows should have;—do not blame them for failing to show a satisfactory profit if you do not make the most profitable disposition of their product.

A Good Cream Separator

will give you BETTER CREAM, BETTER BUTTER, BETTER SKIM MILK.



THE Massey-Harris CREAM SEPARATOR

200, 300, 400 and 500 lb. capacity.

Calgary.

Mr. W. M. Jamieson, who represented the Massey-Harris Co., at Calgary, Alta., last year, has severed his connection with that company and moved to High River, Alta., where he will handle the Deering division of the International Harvester Co's. goods.

Another increase in the implement fraternity of Alberta. This time Calgary is the favored spot, and Mr. W. E. Hall, of the Frost & Wood Co., the fortunate individual. On March 24th his wife presented him with a daughter. Congratulations.

Implement shippers of Calgary and Edmonton are well satisfied with the reduction of eight cents per hundred pounds on shipments from Eastern Canada, which tariff went into effect on March 15th. It applies to car shipments to Calgary and Edmonton only.

Mr. M. J. Williamson, who represented the Ontario Wind Engine & Pump Co., in Alberta until the latter part of 1907, and who went to Manitoba last fall in their interests, has just returned here as representative of the A. R. Williams Machine Works of Toronto. The trade here are pleased to welcome M. J. back and no doubt he will meet with a hearty reception among the fraternity.

The weather, like the weather of the entire winter, has been most favorable since my last report and thousands of farmers are ready to go on with the work of seeding. At the time of writing, the end of March, considerable work has been done in the southern districts in the way of harrowing, some plowing, and in a few isolated instances, some seeding.

Sales are beginning to pick up and possibilities are that the season of 1908 will be very profitable. The heavy influx of settlers will have a strong influence in this direction. At Crossfield, Alta., in one day of the past month, eighteen cars of settlers' effects arrived in one train. Most of the new comers brought only stock and household goods and consequently will have to get full outfits here.

Messrs. J. A. Brookbank, manager of the International Harvester Co.; J. A. Latimer, manager of the Cockshutt Plow Co.; H. A. Dunn, manager of the John Deere Plow Co.; W. G. Hunt, manager of the Massey-Harris Co.; and S. E. Roe, manager of Tudhope, Anderson & Co ; were all on business visits to Edmonton and other northern points during the last three or four weeks.

Mr. W. G. Hunt, manager of the Massey-Harris Co., recently spent some days in Winnipeg attending a conference of the Western Manager of the company, at which the President and General Manager, Senator L. Melvin-Jones, and Assistant General Manager, Thomas Findlay, both of Toronto, were present. Many matters of importance to this firm were discussed and a policy outlined for western business this year.

At the last session of the Alberta legislature, which just recently prorogued, an amendment to the present Lien Act was introduced by the government with a view to placing this Act on the same basis as in the provinces of Manitoba, Saskatchewan and Ontario. The amendment proposed was opposed by the Opposition and a number of members of the government and was thrown out, much to the regret of business men generally. Just what action will be taken for the future in this connection is not definitely known.

Great preparations are being made for the Dominion Fair to be held in Calgary from June 29th to July 9th. It is expected that the exhibition here will be as good a Dominion Fair as has been held at any point in Canada. Those in charge are losing no opportunity to make it reach this high standard. Special efforts are being put forward to get a large display of goods "Made in Canada." An excellent reason for this, and a strong argument why all Canadian manufacturers should participate, is the fact that there is a very large part of the population of this province from the United States, who hold ideas concerning the merits of goods made across the line and who will buy them every time in preference to Canadian goods simply because they do not know the latter.

Collections are still the most important consideration in the eyes of the implement trade of this province and while there is not much improvement to report, still, on the whole, things are looking better. Several reasons are responsible for the improved outlook. In the first place money is commencing to move easier in the larger centres and this will affect the monetary situation in the country. Again a large number of farmers were able to get a long price for seed oats sold to the government, and then there is the heavy immigration already coming into this territory. The new-comers are, as a rule, fairly well supplied with cash, and this, together with the other factors, will very materially improve the situation at no distant date.

This Country, Other Countries and the Milking Machine.

Are the standards set up by our Canadian dairy experts in connection with the work of the milking machine too high? Do our authorities expect more than is reasonable and fair from the inventors and manufacturers of machines for milking cows? Have the machines tested in this country failed to meet the requirements of our people?

These are questions that come before us as we read of the progress that milking machine development is making in other countries; principally in Scotland and the United States. Reports from these countries indicate that the milking machine is a success, that farmers and dairymen are using it with profitable and satisfactory results.

Now then concerning our opening questions. It is generally considered by those in a position to know that the standard which our dairy experts expect a milking machine to come up to is not any higher than is absolutely necessary in order that the farmer be protected. Both inventors and manu-

The Manitoba Line Agency

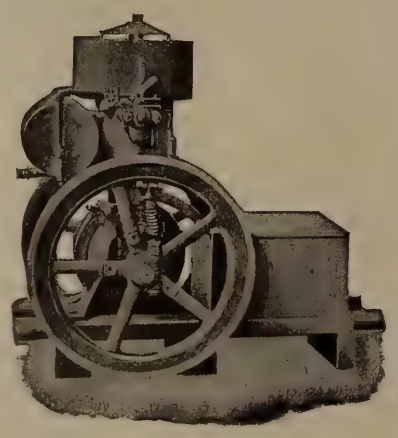
Brings Profit to the Dealer.

In making 1908 contracts remember that Manitoba Windmills are the most scientifically constructed in the world. Compression grease cups. Interchangeable bronze bearings. Reversible one-piece pitman. The right combination for a long life. Our windmills have larger gearings than any other mill of equal size on the market.

"THE MANITOBA"

Manitoba Gasoline Engines

are admitted power perfection. No water tanks to freeze up. No gasoline pumps to get out of order. All anti-friction babbit bearings. Perfect yet simple lubrication.

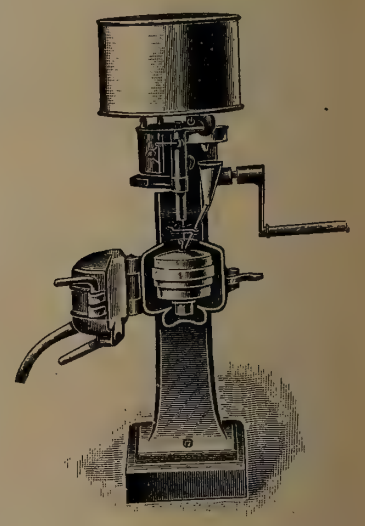


Write for catalogues, prices and terms and remember we protect the trade.

The Manitoba Windmill and Pump Co.,

BOX 301 **Brandon.** BOX 301

Get next to the Melotte!



Because it is away ahead of all competition.

MELOTTE CREAM SEPARATORS

Satisfy every logical demand that Western farmers can make. Thousands of satisfied purchasers are ready to back up every claim that is made by the makers. It will pay you as it has paid others. Write us to-day for further particulars.

Melotte Cream Separator Co. Ltd.

W. ANTLIFF, Manager.

WINNIPEG CALGARY

Agents for Ideal Gasoline Engines

facturers have been fairly treated in the different tests that have been made in this country, and the fault lies not with the investigators, nor with their standards of test, but wholly with the machines tested. According to the results they have failed so far because they are of a class of machine which the average farmer or dairyman could not use profitably. Their cost is high, their work not always satisfactory, and the cows upon which they have been tried have not taken kindly to them.

In the United States tests have been conducted as in this country and the investigators have returned most satisfactory reports in almost every particular, and while they admit that there is yet room for some improvements in the machine they practically state that the milker is a success.

In Scotland greater advances have been made along this line than in any other country. Why? It is impossible to tell, but it is a fact nevertheless. Many farmers and dairymen there have installed this device and are using it continually, and find the use of the milking machine saves labor and time, the machine at the same time performing the work of milking as satisfactorily as it can be done by hand.

AN EXPERT'S OPINION.

A gentleman, an expert on agricultural machinery, in a recent tour of Scotland writes thus concerning the milking machine:

"Through the kindness of a Scotch friend I was given opportunities of seeing the practical working of two of the most successful system of mechanical milkers. This same friend was also good enough to arrange that I could meet a gentleman of Edinburgh, who has been for years intimately connected with dairy interests and is considered an expert on all matters and mechanical appliances connected with the industry. This gentleman reviewed in a terse and most entertaining manner the history of Scotch milking machinery, which covered a term of more than twenty years, and is virtually the whole history of the success of a most practical and labor-saving instrument.

"The very first efforts to supplant hand milking were made by an American, who conceived the idea of inserting a long tube in the cow's teat. The claim made was that a valve existed at the junction of the teat with the udder, and that as soon as this valve was raised by the end of the tube the milk would run out of the udder into the pail placed in the same position as for hand milking. Experience proved that the valve was there, but it opened downward instead of upward, and this class of milker was soon discarded as worthless

"Then experiments were made using an exhaust pump, with rubber cases applied to the teats, and drawing the milk away by suction. This procedure was supposed to exactly duplicate the action of a calf in suckling. Experiments; however, soon developed two serious failings in this idea: first, keeping the teat in what might be called an "exhausted receiver" for six to ten minutes twice each day soon brought about an inflammation of the outer skin of the teat, owing to the lack of proper blood circulation, while the machine was attached; second, the milk, running from the cow to an inclosed pail, failed to come at all in contact with the outside air, and not being aerated it neither kept so well nor was as productive for cheese or butter as hand-milked milk.

A PULSATOR SOLVES THE QUESTION

"At this point mechanical milking came to a practical standstill for some years. However that optimistic feeling that, fortunately for the world at large, seems to imbue the average inventor urged on the many who were endeavoring to work out to a successful ending this difficult proposition. At last a "pulsator" was tried and the question was solved. The pulsator is attached variously in the different systems, but always placed either on top of the pail or directly on the milking tube. It is a very simple, automatically working piston, held in place by a spring which is carefully adjusted according to the vacuum developed by the pump. The vacuum being formed the milk is drawn from the teat, and at the same time the piston of the valve is forced up against the spring by the natural air pressure of 15 pounds to the square inch. Attached to the valve piston is a rod, which actu-

U. S. CREAM SEPARATOR

MR. DEALER: Let us ask you—frankly

Are **you** getting **your** share of the separator business in your vicinity? Perhaps you're not. Maybe you're trying to sell a machine that can't stand up against the strong competition you find. But there is no reason **why** you should not have **your** share. **You can.** We still want good agents—hustlers—and if you're one of that kind, write us and we'll make you a proposition or send our traveler, if you prefer.

The cream separator to-day is as essential on a farm as a plow. To be a **live** implement dealer you must carry the standard separator as well as the plow. The only standard cream separator is the United States Cream Separator. Don't take our word for it, but inquire of any up-to-date farmer who uses the U.S., which separator "**holds the World's Record for Clean Skimming in 50 consecutive runs.**" Our Improved 1908 machine combines the many good features of the past with marked improvements.

Write to-day for our terms

and printed literature.

Our 1908 Improved U.S. Separator is THE machine the farmers WILL have.

Canadian Shipments made from our Warehouses at Sherbrooke, Hamilton, Calgary and Winnipeg, but correspondence should be addressed to Head Office, Bellows Falls, Vt.

VERMONT FARM MACHINE COMPANY
BELLOWS FALLS, VT.

FOR FOLKS WHO DEMAND THE BEST

The New Model

De Laval Cream Separator

Beautiful in Design

Perfect in Construction

Everlasting in daily use

Built like a watch and finished like a piano but costs less than inferior antiquated machines. It is sweeping the field.

Ask for the new 1908 Catalog—

as interesting and superior as the machines themselves.

The De Laval Separator Co.
WINNIPEG
Montreal Vancouver

ates a small slide covering two small holes. As the piston moves forward the slide uncovers these holes, outside air rushes in, the vacuum is destroyed, and the milking ceases for an instant exactly the same as in hand milking. Then the spring behind the piston forces the piston back to its normal position, the slide covers the two small air holes, again the vacuum is formed anew, and the movement begins over again.

THE NEW MACHINE IN OPERATION.

"Near Dumfries, Scotland, I saw what I considered much the better of the two principal systems work on a herd of 75 cows. The pump in use was a double-cylinder exhaust pump worked by an electric motor. The piping connected with the pump was carried around the stable just under the molding on the front of the mangers, with a small lever stopcock placed in the pipes between each two of the cows. The machine makers much prefer to have the pipe carried overhead, about 6 feet from the floor, thus making it impossible for the cows to injure their heads or forelegs with the stopcocks. It was not so done, and rightly I thought, in this case, as the superintendent refused to have his handsome stable disfigured by the pipe overhead. The droppings in the stable being cleared up and removed, the two men who adjusted the machines on the cows "washed up" taking care to include their heads in the operation, the motor was switched in and milking began, each cow's udder being carefully wiped with a towel before the machine was attached. The cows evidently took kindly to the mechanical work, as I did not see one that offered the slightest resistance to the machine being placed. I was told that in nearly a year's use there had not been a single case of injury to any of the cows, and only in a very few cases had they been obliged to favor cows, unaccustomed to the machine, for the first day or two. The 75 cows were milked in less than an hour and a half. Ten milkers were used, which made the average total time consumed per milker per cow twelve minutes."

Edmonton.

Mr. W. J. McCallum, of the staff of the International Harvester Co , here, recently went South on a trip to Calgary in the interests of his company.

The Vegreville Implement Co., of Vegreville, Alta., has been granted articles of incorporation by the Alberta Government.

Mr. T. J. Morris, Collector for the International Harvester Co., in the Edmonton district reports collections as being a little slow, but better than was anticipated a few months ago.

The George M. Manuel Co., of this city, recently made an assignment in favor of creditors. Information as to the standing of this company could not be secured at time of writing.

Mr. John C. Burr, of the Nichols & Shepard Co., Calgary, passed through the capital on a visit to points along the C.N.R. line. He stayed over here a day or two closing up some deals.

The Bellamy Co. recently secured the local agency for the Deering line from the International Harvester Co., and will handle it from the premises lately occupied by the Geo. M. Manuel Co.

Dissolution of partnership has taken place in connection with the firm of Kelly & Warren, implement and vehicle dealers at Fort Saskatchewan, Alta. Mr. R. N. Warren will continue the business.

Alderman Thos. Bellamy, President of the Bellamy Co., here, recently visited Calgary in connection with the Dominion Fair to be held there during the coming summer. It is understood that the Capital will be well represented.

Mr. R. B. Smith, who represents the Wm. Gray & Sons Co., with headquarters at Calgary, was recently here for a few days in connection with the affairs of this firm. While in town he arranged with the Bellamy Co., to handle Gray vehicles in this territory during the coming season.

Mr. W. D. Bentley, representative of the David Bradley Mfg. Co., of Bradley, Ill., was in town for a few days recently, looking after their goods in connection with the assignment of their agent the Geo. M. Manuel Co. Mr. Bentley was successful in concluding arrangements with the Bellamy Co. to store their stock of plows on hand here.

Mr. A. M. Thompson, one of the well known implement and vehicle dealers of Vegreville, Alta., was a visitor to the city on a combined business and pleasure trip during the past month. He was accompanied by Mrs. Thompson.

Guaranteed GARDEN TOOLS

No. 6. The newest Planet Jr. Combination Hill and Drill Seeder, Wheel Hoe Cultivator and Plow. Adapts itself to almost every kind of seed-planting and crop-cultivation, and is invaluable all through the season.

No. 12 Double Wheel Hoe. Wheels adjustable from 4 to 11 inches apart, and the tool works equally well astride or between rows. A thorough weeder, a capital cultivator, a neat furrower, coverer, and garden plow.

Planet Jr Tools are so strongly and carefully made that we never hesitate to give a broad full guarantee. You run no risk. More than a million farmers and gardeners are now enthusiastic *Planet Jr* users.

Planet Jrs are invented and made by a practical farmer and experienced manufacturer. They do the work of three to six men without them—save time, labor, seed, and give better results.

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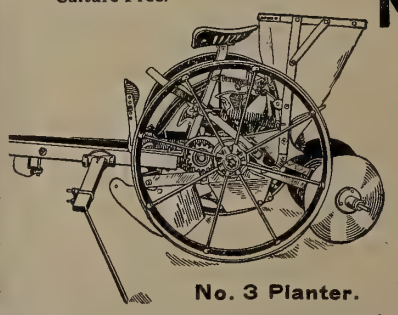

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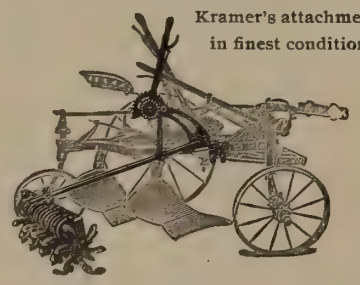
Kramer's attachment makes one job out of two, and gets the land in finest condition by harrowing when the soil is first turned up



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They are sold only through the Trade.

The "Hero" is the best grain separator on the market.

Every machine is built of the best materials procurable.

It excels in thoroughness of work and cleans oats from wheat perfectly.

No other cleaner can compare with the "Hero" for reliability and efficiency.

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Remember we protect you and give you the best Grain Cleaner offered the public.

Catalogues and full information on request

HERO MANUFACTURING CO. Ltd., Winnipeg

Reduce Credits During 1908.

By Mr. H. Cater, Manager of the Brandon Pump and Windmill Works.

Would it not be commendable wisdom on the part of every retail implement dealer in Western Canada at the present to stop for a moment or two and think over the question of credits? Would it not be excellent policy for the dealer, just as the season is commencing, to come to a decision as to how much credit he will give farmers during the year of 1908?

People learn by the experiences of the past, and the past few years have taught many valuable and unforgettable lessons respecting credits. The partial crop failure of last season brought many things home to the minds of your readers, because, I believe, no class of our business men were harder hit than those engaged in the selling of implements and vehicles and kindred lines. The reasons for this were twofold. In the first place the amount represented in each sale made by a dealer is usually large, and in the second place the settlement is usually carried over a long period of time.

In the past, if I judge correctly, the average dealer has been far too anxious to do business. He has practically allowed the farmer to dictate his own terms, which, naturally, have always been more favorable to the buyer than the seller under such conditions. The result arising from such a state of affairs was this: Many farmers bought many things they did not want just because they could be secured on easy terms, and paid for whenever they liked. Had they been compelled to put up a reasonable cash payment at time of purchase, and to give a short date note or notes for the balance, the volume of trade would undoubtedly have been somewhat reduced but so would the overdrafts standing in dealers' names at many banks at the ends of previous seasons. Had this policy been followed consistently in the past there are many thousands of dollars worth of goods that many farmers would not have bought at all. It is true that such a course would have reduced the volume of business, but wherein lies the value of business without profit? It would have been infinitely better, both from the standpoint of the dealer and of the farmer, if such sales had never been made.

Right here I want to say that what is wanted is not more business but better business. Dealers should demand greater cash payments, and shorter date notes for smaller amounts. It would be much better for the dealer, the farmer, the jobber, or the manufacturer, if everyone could be induced to get down nearer to a cash basis in the transaction of business. Every one of your readers know that time always means long prices, consequently hard prices, and frequently no payments at all.

I notice, with satisfaction, that the dealers living along the Delorraine line in Southern Manitoba have formed the Manitoba Retail Implement Dealers' Association. With greater satisfaction I note that one of the main objects of their organization is the reduction of credits. It would be a good move for the implement trade of Western Canada, both manufacturers, jobbers and dealers, if each of the Provinces had a live implement dealers' association, though it had but one object and that the putting of the business on more of a cash basis.

My experience in this line of business in this country has taught me that there are exceptions in all cases. Good men will frequently get in tight corners when a little credit is a good thing, I am always ready and willing to allow as much latitude as possible for these exceptions, and it is generally safe for the dealer to provide for such worthy ones who may be in his district.

As I said before the rule in the past has been to sell the goods, even though the possibility of settlement is exceedingly remote. The result of this has been that many farmers have been driven from their homesteads, while many good dealers have been driven into bankruptcy because they could not collect for their goods.

The solution of the problem, the remedy for this state of affairs, lies entirely in the hands of the dealers. They must insist on getting more cash when the goods are bought and then shorter notes for the outstanding money. Better to weep over the goods than to weep after them.

Regina.

A trainload of settlers from across the line came in here on the 27th of March; some for this point and some for the north line. It appears that the immigration from the United States will be very heavy this year.

I am afraid both you and your readers will begin to lose confidence in me as a correspondent, for I have practically nothing of interest to send you this month. Some of the local firms state that business is much better than it was at this time last year, others say that there is little improvement and that they do not look for much until the harvesting of the next crop.

We had three days of very mild weather at the beginning of the week of the 28th of March, which caused us to think that spring had come. This, however, was followed by stormy weather and a fall of snow and generally colder weather. Prospects for an early spring are good, and with a week's fine weather farmers would be able to get onto the land.

Regina's new city hall was opened at the beginning of the past month. People who have inspected it say that the offices and interior furnishings compare favorably with anything west of Toronto. The auditorium, though not large, has a seating capacity of eight hundred. All in all there is no comparison between the new and the old hall.

Chairman of Railway Commission Appointed.

On March 21st, Hon. Mr. Justice Mabee, of the Ontario High Court of Justice, was appointed by the Government as Chairman of the Board of Railway Commissioners for Canada, to replace the late Hon. Mr. Justice Killam. The new appointee was born in Stratford, Ont., and practised law there until his elevation to the bench. He is a graduate of both Toronto University and Osgoode Hall, and was made a King's Counsel by both the Federal and Ontario governments. He contested North Perth in the Liberal interests in the campaign of 1904, but was defeated by Mr. A. F. McLaren, the present member. In 1905 he occupied the position of Chairman of the International Waterways Commission, which place he filled with honor both to himself and the country, and which he resigned to become a member of the judiciary of the chancery division of the Ontario High Court.

A comparatively young man, with an extraordinary capacity for hard work, and a reputation for calm, deliberative judgment, Hon. Mr. Mabee will to a great degree overcome the loss sustained by the country through the untimely death of the Hon. Mr. Killam. The Railway Commission is the most important tribunal of the country at the present moment.

Canadian Farm Implements

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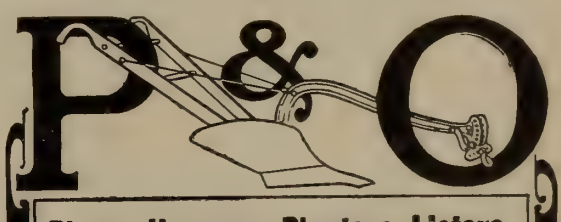

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DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

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solicited from dealers, jobbers, general agents, travelling salesmen, manufacturers and others, on matters pertinent to the agricultural implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign name. This paper reserves the right to edit all matter submitted but does not undertake to endorse opinions expressed in its correspondence columns.

Member Western Canada Press Association.

Entered in Post Office at Winnipeg as second class matter.

WINNIPEG, CANADA

APRIL, 1908.

Resolve to Eliminate Free Harvester Repairing.

While it is true that the work of seeding is only just commencing and that the harvest time is yet many months away, still a word in season on a most important topic comes not amiss. What stand are you going to take this year on the question of harvester repairing? Are you going to make the farmer pay for whatever work you do on on his old binder or are you going to follow the same old course and do the work for him free of cost and at a loss of time and labor to yourself?

This matter of fixing a machine without charge, after the life of the guarantee, is one of the most absurd practices in connection with the trade. From start to finish it is a losing proposition for the dealer that engages in it. It is a practice confined wholly to the implement business and why it continues is more than the average man can tell.

An instance came to our attention a short time ago which proves the loss suffered by dealers who do this kind of thing. A farmer living about seven miles from town found that the knotter on his five-year-old binder would not knot. Leaving the machine standing in the crop he unhitched his horses, got out and hitched up his buggy and started to town for the dealer to come out and fix the machine. When be got there he found the dealer busy, so busy that he could not go out to the farmer's place until after supper. After supper he started. When he got there he immediately went with the farmer to the machine. The first thing he did was to run his hand along and over the knotter and, lo and behold, the twine wasn't threaded in the knotter at all. A few minutes work adjusted everything right and next day the machine was hard at work clicking off the sheaves.

The farmer expected no charge for the work done by the dealer and refused to pay it on request, so, rather than have trouble and the possibility of losing his trade, the dealer let the matter pass. He spent about two hours in going to and coming from the farm and yet got no recompense for his time or trouble.

It was fear that the farmer would take his trade to his competitor that compelled this dealer to ignore the charge. But if the dealers were a unit on this question of harvester repairing the fear of losing customers by making charges for work done would be entirely eliminated.

Why should dealers be out of pocket for the benefit of any other class? There is no valid reason whatever. Every man is entitled to a fair and reasonable remuneration for whatever work he performs for his fellows. After the life of the guarantee on a binder runs out farmers should be made to recognize that they will have to pay for all extra work done in connection with any repairs that may be necessary. The profits in the sale of a binder are not large, and if they were that is no argument why the dealer should have to continue to repair such machines year in and year out during their life free, gratis, for nothing.

Wouldn't it be good policy for every dealer to take this question up with his competitor right now? Come to an understanding with him that from this time on you will compel farmers to pay you for the time and labor and expense of repairing their old harvesting machines. It is not an unreasonable demand for dealers to make and were the matter taken up by the different dealers in the different towns and villages there is nothing to hinder such a policy being enforced.

To start the ball rolling you should go into the matter with your competitor, get him to recognize the folly of the present method, the loss occasioned by it, and the profit that might accrue were it otherwise.

A Correction.

In a recent issue we drew our readers' attention to the fact that the Brandon district agency for the products of the Aermotor Co., of Chicago, Ill., had been allotted to the Brandon Pump & Windmill Works. In writing up the item, however, we inserted the word "Co.," for "Works." Mr. H. Cater, the manager of the firm, wrote us requesting that we make the correction. Consequently dealers in Western Manitoba and Eastern Saskatchewan who desire information regarding Aermotor products should write the Brandon Pump & Windmill Works, Brandon, Man.

The Banks and their Lesson.

"The financial systems and institutions of all countries have been severely tried during the past year. It should be a gratification that none have stood the test of the recent stringency better than those of Canada." Such was one of the most interesting expressions in the speech of Hon. W. S. Fielding, Minister of Finance, in presenting his annual budget to the people of Canada.

While all Canadians are unquestionably proud of the manner in which the monetary institutions of our country came through the recent financial situation, there are some who are disposed to think that even a better showing could have been made had our banks devoted their money to relieving the situation in Canada last fall instead of lending it out on call loans to the Uuited States and other foreign countries.

Reports issued about October last year showed that twelve out of our thirty-five chartered banks that report to the Government had loaned something over $84,350,000 to other countries, principally to United States borrowers. Now if the balance of our chartered banks reporting to the Government lent out money to foreign borrowers in the same proportion there was something over an additional $161,650,000 sent from this country, from the earnings and deposits of the Canadian people, to help the business men of other lands; when our own dealers, merchants, jobbers and manufacturers were greatly in need of funds for the purpose of carrying on their various businesses. Possibly the latter twenty-three banks were not at that time extending loans to foreign borrowers, and consequently did not figure in the report. If they were not they are indeed entitled to the commendation their action deserves. On the other hand the other twelve sent away the sum of $84,350,000, sufficient to carry the business men of this country through the difficulties of the past without causing any trouble, sent it away to help relieve the situation in other countries. Are they entitled to a full measure of censure and severe condemnation?

Did the sending abroad of this money hurt Canada? Unquestionably. Local banks were drained of local deposits through the demands of the different head offices, consequently when the local dealer or merchant wanted to borrow money for the financing of the enterprise in which he was engaged, when he was prepared to put up gilt-edged security for the loan, he could not get it. It is but natural that domestic conditions were crippled under such circumstances, that commercial and industrial development was retarded, and that the country received a set-back from which it is not yet fully recovered, though making rapid progress to that end.

It is true the national pride of the people of Canada could not be otherwise than gratified at the manner in which this country came through the recent crisis. It is true that all are proud of the way in which our banking system has proven its stability, and the way in which our financial institutions have stood the strain of the recent panic. Nevertheless it is also true that a large percentage of those engaged in business in this country, especially in Western Canada, and particularly in the small towns of the West, were cramped and hampered by the action of the banks in refusing loans, at the same time sending the money out of the country to outside borrowers. Many were ruined and sent to the wall. Others were so effectually crippled that it will take time for their recovery. Few escaped. Disgust has been expressed regarding the action of the banks, and it is hoped they have learned their share of the lessons of the past year. Home borrowers are clearly entitled to a preference in the matter of loans and they should have it.

THE CONTEST IN SASKATCHEWAN.

Our Popular Voting Contest is now assured in the Province of Saskatchewan. Just as we go to press the final entry to complete the quota for that Province has been received. The following are the names of the contestants and the Companies they represent: H. H. Kohlman, John Deere Plow Co.; J. P. Murphy, Ontario Wind Engine and Pump Co.; William Burke, Parlin & Orendorff Canadian Plow Co.; Ed. Cahill, Wm. Gray & Sons Co.; and Alex. Tait, Massey-Harris Co. Now, Dealers, who's your favorite? The Winner gets One Hundred Dollars in Gold. Read our offer on the inside back cover, fill out Voting Blank on page 23 and send it to us. Don't overlook the fact that no matter what province you reside in, your vote counts for your choice of these contestants. Further entries from Saskatchewan will be announced as received.

Light Agricultural Motor Competition at Winnipeg Exhibition.

Providing plans now under way reach successful maturity dealers and farmers in Western Canada will have an opportunity of investigating the merits and value to this country of the agricultural motor. The Winnipeg Industrial Exhibition Association at their annual show of this year, to be held from July 11th to 17th, will conduct a light agricultural motor competition, open to the world and will award three prizes for the best motor for general farm purposes, as follows: (1) Gold Medal; (2) Silver Medal; (3) Bronze Medal.

In considering the merits of competing motors special importance will attach to the following points:

1. Weight of motor.
2. Horse power developed.
3. Fuel and water consumption.
4. Distance that can be travelled without replenishing.
5. Turning capabilities.
6. Protection of working parts from mud and dust.
7. Accessibility of all parts,
8. Travelling speeds.
9. Ease of manipulation.
10. Clearance of working parts from ground.
11. Steadiness of running for belt power.
12. Selling price F.O.B. Winnipeg.

The rules and conditions of the contest are given herewith and it is the intention of the management to see that they are strictly adhered to by the different competitors:

1. All entries must be made on or before June 1st, 1908. Entry fee for competition, $5.00 per motor.

2. Accompanying the entry form must be sent a specification giving a general description of each motor entered for competition, also the selling price delivered F.O.B. Winnipeg.

3. Any firm or individual may enter more than one motor.

4. The weight of the motor, inclusive of fuel and water, must not exceed 7 tons (14,000 pounds).

5. No restriction is placed on the nature of the fuel, or class of engine steam, internal combustion, or otherwise. It is of course to be understood that the fuel shall be such as can be procured in Canada.

6. The class of fuel should be stipulated, such as Coal, Gasoline, Coal Oil, Wood, Straw, etc., when sending in entry form.

7. All fuel and water will be supplied by the Association during the competition.

8. Each competitor himself shall make all arrangements for the necessary staff for running his motor.

9. All motors entered for competition must be on the Exhibition grounds not later than Thursday, July 9th, 1908.

10. All competitors to have their motors ready for weighing and taking particulars of the fuel and tank capacities, etc., on Friday, July 10th, 1908.

11. Each motor will be allotted an official number, which shall be displayed during the competition.

12. The competition will take place Monday, Tuesday and Wednesday, July 13th, 14th and 15th, 1908.

13. The tests will comprise Ploughing, Discing, Hauling and Belt Driving, but the Association reserve to themselves full powers to carry out any additional tests they may deem necessary.

14. The ploughs and other implements will be supplied by the Association.

15. The ploughing competition will take place in close proximity to the Exhibition grounds.

16. The decision of the Judges shall be final.

17. All enquiries, or complaints during the competition, must be made to the Engineer in charge or to the Judges.

18. No motor shall leave the Exhibition grounds before Friday, July 17.

19. This announcement will cancel all previous ones.

Those desiring fuller information in respect to this test can secure same by addressing their letters to the Manager of the Winnipeg Industrial Exhibition here.

What Lawson's Advertising did in Winnipeg.

While out at lunch a day or two after the first appearance of the "Fair Finance" advertisements, which Mr. Thos. W. Lawson, the noted Boston stock-broker, had running in all the big dailies of this continent, of Great Britain, and of Germany and France in Europe, we met a friend connected with the brokerage business here; a gentleman well posted with respect to stocks and bonds and other matters financial.

Being desirous of knowing if Lawson's advertisements in the two big local dailies were pulling business, we asked him if his concern had any call for the stock advertised. What do you suppose he told us? Here is what he said: "Well, rather. Since yesterday morning at ten o'clock, our company has forwarded $10,700 worth of Winnipeg money to New York to purchase shares in the proposition offered by Lawson."

Does advertising pay? In the face of the foregoing, who has the necessary nerve to ask the question? We have estimated on the basis of space used, together with a liberal charge per line, that the advertisements appearing in the two Winnipeg dailies cost Mr. Lawson approximately $300.00. Now his returns from one agency here amounted to $10,700; and there are a dozen such agencies in town in equally good standing. In view of this it is no exaggeration to think that Mr. Lawson's advertisements took a cool hundred thousand dollars out of Winnipeg in less than seventy-two hours. Does advertising pay?

To the man who doubts the value of advertising, this should certainly prove a valuable object lesson. Here is a man whose place in the confidence of the public is a matter of question, a man who undertook a gigantic task in the public interest and who failed to carry it to completion (reference is made to Lawson's exposure of what he called the System, and the Remedy he promised and never gave), a man who on his own admissions was in with the men of Wall Street, who fleeced the public in the days gone by, and who by his recent letter to the publishers of a prominent magazine acknowledged that he was going back to his old haunts to make more dollars in the same old way, to reimburse himself for the money expended in his publicity campaign.

Our Popular Voting Contest.

Among members of the travelling staffs of the different companies connected with the trade in the West, there is the feeling that the life of our Popular Voting Contest is too short. Some of them contend that it does not permit of sufficient time for their thoroughly covering their territory, and on that ground have refused to make an entry and participate. After long and serious consideration, and a realization that there is a good deal of truth in the contention, the publishers of Canadian Farm Implements have decided to extend the closing date of the Contest from June 30th to August 31st. Accordingly all envelopes containing subscriptions for the Contest must bear postmark before midnight of August 31st.

In agreeing to the foregoing the publishers, however, have decided to emphasize another point. Should there not be five competitors in each province on or before April 30th next, the Contest in such province will be declared off, and a commission of fifty per cent paid on all subscriptions received from the travelling man having made his entry for such province. In the province or provinces from which a full quota of entries are received before April 30th, further entries will be received during the life of the Contest.

Personals.

Mr. W. J. Dunlop is the name of a new dealer at Roblin, Man.

Mr. Russell Smith is the name of a new dealer at Strathclair, Man.

Mr. F. L. Halliday is starting in the agricultural implement and vehicle business at Adanac, Sask.

Mr. T. A. Hill has opened up in the implement and vehicle business at Milestone, Sask.

Mr. A. N. Stinson, of Okotoks, Alta, recently disposed of his business to Mr. W. S. Newman.

Vosper Bros., dealers at Tyvan, Sask., were succeeded a short time ago by Mr. J. Johnston.

It is understood that the firm of Haire Bell & Co., of Pincher Creek, Alta., recently underwent a dissolution of partnership.

Mr. H. Cascadden is going to make a stab for a share of the implement and vehicle business out of Davidson, Sask.

Mr. John Stevens, Manager of the John Stevens Co., recently returned from a brief visit to one or two points down the Emerson line.

A new firm known as McGirr & McDonald recently took over the implement establishment of Millidge & Hicks at Balgonie, Sask.

Mr. H. Cochrane recently purchased the implement and vehicle business of Hammill & McRae at Carlyle, Sask.

Craven & Mitchell is the name of a firm that has taken over the business of the Lipton Trading Co. at Lipton, Sask.

The firm of White & Irving, at Sedley, Sask., recently underwent dissolution of partnership. Mr. J. White continues.

Mr. James Buchan recently started in the agricultural implement and vehicle business at Tyvan, Sask.

Mr. J. C. Brown has purchased the implement and vehicle establishment of Mr. G. L. Vrooman at Lethbridge, Alta.

Mr. G. W. Worden, one of the well-known dealers of Rosenfeld, Man., sold out a short time ago to Mr. P. Braun.

Mr. J. W. Jackson is another addition to the implement fraternity. Travellers or mail will find him at Belle Plains, Sask.

Douglas & Young is the name of a new partnership that recently bought out the business of Mr. S. G. Detchon, of Girvin, Sask.

Mr. William Perkins has succeeded to the vehicle and implement business of Mr. H. E. Anderson, at Lang, Sask.

Mr. J. T. Westgate of Francis, Man., one of the well-known dealers of that town, has been succeeded by a partnership to be known as Westgate & Femer.

Dissolution of partnership recently took place in connection with the McKenzie Carriage Works, of Brandon, Man. Mr. E. Rogers retires.

W. G. Shanks is another late addition to the increasing ranks of the implement fraternity of Western Canada. He has started at Fielding, Sask.

We regret to note that the firm of Guthery & McMurchy, dealers at Reston, Man., recently suffered a fire loss, but glad to see that they carried a line of insurance.

Mr. Alex Dodds, of the implement and vehicle firm of Harkin & Dodds, Fillmore, Sask., recently sold out his interest in the business to Mr. Peter Dubey.

Mr J. A. Wickens, implement dealer at Cayley, Alta, has admitted a partner in the person of Mr. H. L. Martin. The firm will be known as Wickens and Martin.

Mr. W. M. Jamieson saw a good opening for an agricultural implement and vehicle business at High River, Alta, and accordingly took advantage of the opportunity.

The well-known firm of implement dealers, Blair & Kerr, of Lumsden, Sask., recently disposed of their business to a new partnership, known as Morrow & Page.

A new company recently took over the business of the Vegreville Implement Co. of Vegreville, Alta., and will do business under the name of the Vegreville Implement Co., Ltd.

Mr. E. C. Henroth is the name of a new dealer at Gleichen, Alta. In addition to handling implements and vehicles Mr. Henroth will operate a flour and feed business.

Mr. E. Ritz, formerly with the Hamburg-American Wagon Co. at Hamburg, Ont., recently severed his connection with this firm to enter the retail implement and vehicle business at Lockwood, Sask.

The Lang Implement Co., of Lang, Sask., during the past few weeks succeeded in making a deal with the implement and vehicle firm of Smaill & Perks, of the same place, whereby they take over the business.

Mr. J. S. Jones, Manager of the Canadian Sales Division of the International Harvester Co., with headquarters at Chicago, Ill., was recently in Winnipeg on a brief visit to the branch of the company at this point

Mr. O. E. Breen, who was formerly connected with the Nichols & Shepard Co , travelling staff, recently joined the staff of the Parlin & Orendorff Canadian Plow Co., in a like capacity. He will travel for them through Southern Manitoba.

Mr. H. F. Anderson, General Manager of Tudhope, Anderson & Co., recently returned from a visit to the factory of the Emerson Mfg. Co., at Rockford, Ill. Mr. Anderson was absent about a week.

It was our pleasure since our last issue to have a visit from our good friend Mr. J. R. Steele, of J. R. & A. E. Steele, La Vallee, Ont., who was in the city on business. Mr. Steele reported a good business in sleighs the past winter and was most optimistic concerning future prospects.

Mr. W. H. Steele, President and Manager of the Mount Forest Carriage Co. of Mount Forest, Ont., made a flying visit from Mount Forest to Edmonton during the past month. He did not stop over in Winnipeg either going or returning.

The John Deere Plow Co. have secured the agency in Western Canada for the Dowden Mfg. Co., of Prairie City, Iowa, makers of potato diggers, cutters and sorters. They have also added to their line the new Splittstoser sprayer, and will handle the machine exclusively in this territory. Catalogues and circulars dealing with these goods will be immediately forwarded dealers on application.

Mr. H. Gracey, representative of the Dominion Carriage Co., of Toronto, Ont., was in the city from a return trip through the West. He was quite optimistic concerning the future possibilities of the buggy trade in Western Canada and is looking forward to a fair proportion of orders for the "Maple Leaf" line during the coming summer, always providing that prevalent conditions are half decent. He left here for a visit to Calgary and other points in Alberta.

Mr. J. G. Sully, General Manager of the Raymond Mfg. Co., of Guelph, Ont., was recently in Winnipeg on a visit to the branch of his company here. While in the West, in company with Mr. D. M. Hackney, his Western Manager, he visited Calgary and other points

First Class Machinery backed up by a reliable firm is what good Dealers want and we can supply . . . .

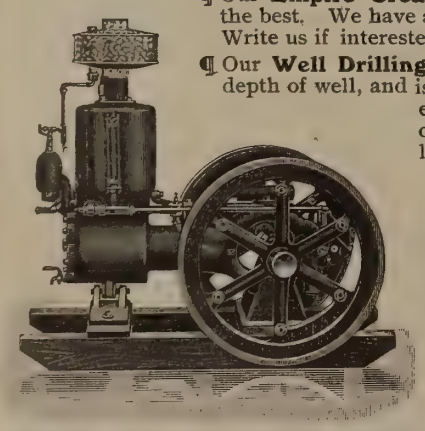
CORRESPONDENCE SOLICITED

¶ Our **New 1908 Model Power Windmill** is the latest and best mill on the market. Built specially for our Western trade.

¶ Our **New Style Stickney Gasoline Engines** are winning everywhere. Why? Because they are the simplest and best Engines for the farmer.

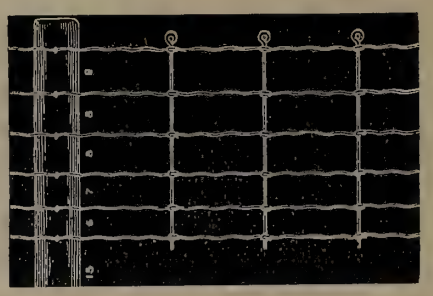
¶ Our **Empire Cream Separators** are recognized as the best. We have a SNAP TO OFFER you in this line. Write us if interested.

¶ Our **Well Drilling Machinery** will drill any size or depth of well, and is entitled to the Saskatchewan Government Bonus of one-half the cost of same. This is a money making line for enterprising Dealers.



ONTARIO WIND ENGINE & PUMP CO.

WINNIPEG, MAN. Ltd.



Your Customers will come back for MORE!

Strength and Durability combined with reasonable prices make the **"LONDON FENCE"** and **"LONDON GATES"** the easiest for the Dealer to sell and the Best for the farmer to buy.

Don't lose any time. Send for our prices and catalogue TO-DAY.

LONDON FENCE Ltd.

PORTAGE LA PRAIRIE, Man.

where they have agents. Mr. Sully was optimistic regarding the outlook for future business and well pleased with the progress made by the Western branch.

Mr. D. M. Hackney, Manager of the Raymond Mfg. Co., has just returned from a trip through Southwestern Manitoba and South-eastern Saskatchewan. He was out about two weeks.

Mr. Ed. Cahill, Manager of the William Gray & Sons Co., recently went East to the factory of his company at Chatham, Ont., on a business trip. He did not expect to be back before the beginning of May.

Mr. F. C. Moore, who is Massey-Harris agent at Hartney, Man., was in the city recently on a business trip. Discussing conditions Mr. Moore stated that the outlook was exceedingly satisfactory, and with average conditions the year should be a most profitable one for the whole country.

Mr. C. C. Webber, President of the Deere & Webber Co., of Minneapolis, Minn., and Vice-President of the John Deere Plow Co., here, was up on a brief business trip the early part of April. While here he was the guest of Mr. H. W. Hutchinson, General Manager of the John Deere Plow Co., of this territory.

Mr. John Stevens, Manager of the John Stevens Co., and President of the Winnipeg Wholesale Implement Association, here, recently left on a visit to Eastern manufacturers. He expected to be absent a fortnight or so, during which time he will visit Toronto, London, and other points.

Mr. Ralph Stoddard, Assistant General Manager of the De Laval Separator Co., with headquarters in New York, N. Y., was in the city for a few days during the past month. While here he was the guest of Mr. Fred Weed, Manager for the company in Western Canada.

Mr. H. P. Hansen, and Mr. E. Ellwood, Joint Managers of the Empire Cream Separator Co. business here, recently made extensive trips over this territory in different directions. Mr. Hansen went over the C. N. R. line to Edmonton, touching at points down the Prince Albert line on the way. Mr. Ellwood went by the C. P. R. main line to Calgary, and then covered points between that city and the capital of Alberta, where he met Mr. Hansen. They were absent about three weeks or a month.

The Burridge-Cooper Co. of this city, recently moved from Henry Avenue, East, over to more central and more commodious quarters on Lombard Street, opposite the Grain Exchange. They report a good demand for gasoline engines and numerous enquiries regarding the Geiser Co., threshing and plowing engines and separators, a line for which they recently secured the agency in Western Canada.

Mr. James Winram, the well-known dealer of Pilot Mound, Man., and a member of the Executive Board of the new Manitoba Retail Implement Dealers' Association, was in the city recently on a business trip and while here paid us a visit. Speaking of trade conditions he informed us that there were excellent prospects for the coming season, and though collection the last few months were exceedingly backward one good crop would see the settlement of all outstanding paper. In reference to the association Mr. Winram was most enthusiastic and contended that once thoroughly organized it would be a power for good, not only for the retail dealer but for jobbers and manufacturers as well. All other classes of business men have their business organizations and why not the retail implement dealers? was another of his arguments and questions that should keep every man in the trade thinking for a little while.

Mr. N. O. Berve recently joined the travelling staff of the John Deere Plow Co., and will represent them in Northern Saskatchewan, having his headquarters at Saskatoon. Mr. Berve was until a short time ago connected with the J. I. Case T. M. Co., in the West. Formerly he travelled for this company in the Southern states and made a trip for them through South America. Before joining their forces he travelled out of Freeport, Ill., for the Deering Harvesting Machine Co., having left the D. M. Osborne Co., of Auburn N. Y., to join their staff. Mr. Berve goes to his new position with a number of years of travelling experience and we join with his many friends in wishing him every success.

A Star with a good record

Mr. John W. Day, of Oak River, Man., bought a **Star Windmill** and in ten months ground 1628 Bags of grain for his neighbours, and 350 bushels for himself, besides running his churn and grindstone.

He writes :—"I am well satisfied with the mill ; it has more power than I expected.

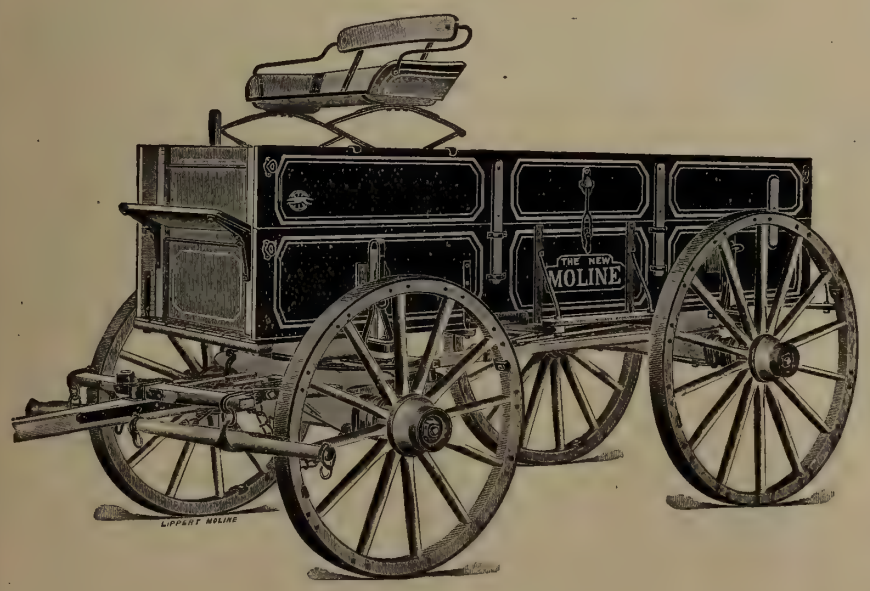
Mr. Dealer :—Do you handle this line, if not write for catalogue and prices at once.

Address :—

BRANDON PUMP AND WINDMILL WORKS,

Box 410 *BRANDON, Man.*

THE NEW MOLINE



The Leading Wagon
IN
North-West Canada

Woodstock,
Ironing,
Finish,
} The "best" that money and skilled labor can produce

Handsome catalogue describing its construction mailed on application

ADDRESS

JOHN DEERE PLOW CO., LIMITED

Winnipeg **Regina** **Calgary**

The Local Twine Business.

Prices on small shipments of binder twine are quoted by Southern exchanges as follows :-

Sisal	8½ cents
Standard	8¼ "
Standard Manila	9¾ "
Manila	11¼ "
Pure Manila	13 "

These figures are f.o.b. Chicago. On lots of five tons and over the quotations are ⅛ cent less, and ¼ cent less on carload orders. To get at prices f.o.b. Winnipeg dealers should add 75 cents per hundred pounds.

Local houses in the twine business report the market somewhat dull at the present time. Orders are not coming in rapidly, dealers showing a desire to wait and see whether or not spring will be early. A very materially increased demand is looked for within the next couple of weeks, and the different concerns are making every preparation to take care of dealers' orders.

Established Their Own Branch.

Time brings changes in everything, and the latest we have to record in the implement and vehicle business of Western Canada is the change in the arrangements made by the Hart-Parr Co., of Charles City, Iowa, in respect to the disposition of their line of gasoline threshing engines in this territory.

The Wm. Gray & Sons Co., Ltd., Mammoth New Track Warehouse and Showrooms, foot of Eighth Street, Brandon, Man.

For some years the firm of J. and E. Brown, of Portage la Prairie, Man., and subsequently that of the Chapin Co., of Calgary, Alta, have represented the Hart-Parr people. By the new arrangements the Chapin Co., will continue to handle their engines in Alberta, while they have established a branch of their own at Portage la Prairie to take care of their trade in Manitoba and Saskatchewan. Mr. W. H. Williams sales manager of the company was in the West for a few days during the past month concluding the final details with the firm of J. and E. Brown.

They have appointed Mr. I. P. Porter, well-known throughout the Portage Plains district, as their manager here. Mr. Porter may be classed among the old timers in the implement fraternity of the West, having come into this territory in 1887. He spent a year and a half at Virden, and ultimately moved to Portage where he established a retail implement business. This business was purchased by J. and E. Brown in 1901, who engaged Mr. Porter to continue as manager. This position he retained until last year when Mr. J. F. Walker purchased the implement and vehicle business owned by the Browns, at which time Mr. Porter became more intimately associated with the selling of Hart-Parr goods and which part of the business he continued to manage for J. and E. Brown. In joining hands with the Hart-Parr people, Mr. Porter has taken a step that means much for them, and we join with many other of our readers in wishing him every success, and congratulate his employers upon their establishing a branch in this territory and on having secured his services.

Presented Claims for Western Appointments.

Last November the Winnipeg Wholesale Implement Association inaugurated a movement that has gathered force and prestige ever since, until now it has the unreserved approval and endorsation of practically every organization of business men West of the Great Lakes. Reference is made to the movement started in favor of the appointment of even one or more Westerners to the Board of Railway Commissioners for Canada. The matter was brought to the attention of the Winnipeg Board of Trade and the Winnipeg Shippers' and Jobbers' Association, and they took the matter up most enthusiastically with the result that Mr. H. W. Hutchinson, general manager of the John Deere Plow Co., and Mr. T. R. Deacon, president of the Manitoba Iron Works, were delegated by these organizations respectively to go East and interview the Government on the subject.

As usual the Government were non-committal in respect to what action would be taken, but it is not expected that they will ignore the representations made on behalf of Western business men ; especially as the members from this territory gave the delegation their support and assistance. The delegation did not undertake to urge the Government to appoint any particular individuals, but merely recommended that one or more of the new appointees to the enlarged Board be from Western Canada.

As pointed out in the December issue of Canadian Farm Implements there is need for such an appointment or appointments. While Western shippers have never made complaint respecting the decisions rendered by the Commission in the past, still, in view of the vast traffic interests of this country, it is felt that direct, rather than indirect, representation is necessary on the Board.

It stands to reason that were men from the West placed on the Commission, and when we say men from the West we mean men of proven

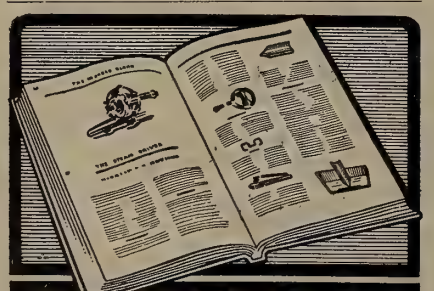
LLOYD'S
Handy Low-Down Suspension Spring Wagon Seat.

The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Order your wagons without seats and order your seats from us. By so doing you will make more money and give better satisfaction. Farmers will choose this seat in preference over any other every time.

Write for quotations at once to

Wawanesa Wagon Seat Co.,
WAWANESA, MAN.



Well Driller's Instruction Book Free

This handsome volume has been prepared by men who have spent a lifetime in drilling wells. It is philosophic, accurate and complete. Illustrated with hundreds of plates showing every detail of the process. After mastering its contents you will be fully qualified to handle a steam drilling machine and a prosperous contracting business. It explains how a good man with a good machine will in three years make an independent FORTUNE IN WATER WELL DRILLING. It contains the names of scores of men who have done it. Write Dept. 13.

FREE ON REQUEST.

KEYSTONE DRILLER CO.,
BEAVER FALLS, PA.

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER
TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold. Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY **FRAZER LUBRICATOR CO.**
FACTORIES: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

GRAND TRUNK RAILWAY SYSTEM

BEFORE STARTING ON A JOURNEY

do you ever take into consideration the advantages of travelling over a

DOUBLE TRACK LINE?

The Grand Trunk Railway system is the only Double Track Line between Chicago, London, Niagara Falls, Toronto and Montreal.

FIRST-CLASS SERVICE
FINEST EQUIPMENT

Agency for Ocean Steamship Lines —Cook's Tours.

A. E DUFF,
General Agent Passenger Dept.
260 Portage Ave. Phone 7098
Winnipeg.

business ability, men of tact, men of sound judgment, men of discernment, men of broad views, and men who are unprejudiced and non-partisan politically, such men being acquainted with the conditions and needs of the country would render better service to the Board and to the people than could any Easterner.

Sir Wilfred Laurier is authority for the statement that "Not only in affairs of state, but in private affairs also, less able men will do better where the heart is engaged in the business than more able men who prefunctorily perform their duties." He was right. Less able men will do better work where their hearts are engaged in the business than will men of admittedly superior mental qualifications who have not the interests of the business at heart. So that were the West represented on the Board of Railway Commissioners by men of less ability than could be secured in the East, which we don't believe, the West would reap the benefit. Now, do not misunderstand us. We simply use the argument of the Premier to prove the value of home men. We are satisfied that the West has a greater share of men of ability than are to be found in the Eastern portion of the Dominion.

The West is entitled by population, by volume of business, by extent of railway development, by every factor that comes under the jurisdiction of the Commission to one or more representatives on the Board, and both Mr. Hutchinson and Mr. Deacon are sanguine that the Minister of Railways in making the appointments will give careful consideration to the requests they laid before him.

Should Pre-emption Privileges be Restored.

At the last session of the Dominion Parliament, Hon. Mr, Oliver, Minister of the Interior, brought forward a proposed amendment to the Dominion Lands Act. Owing to press of other matters before the House, and ultimately prorogation this question of amendment was laid over until the present session. Up to this date it has not been announced that the matter will be discussed, nor what changes to the present Dominion Lands Act are to be proposed.

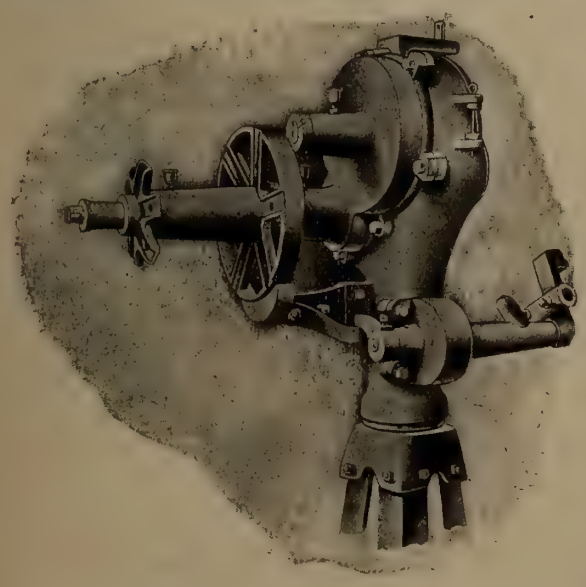
About eighteen months ago the railways filed the last of their claims on the railway grant lands, leaving a balance of this land at the disposal of the Government amounting to 30,000,000 acres. It is understood that the Hon. M. Oliver is in favor of throwing these lands open for homesteading purposes, but that he also wants to inaugurate the right of pre-emption, similar to that which existed in 1879, whereby any homesteader would have the right to pre-empt a quarter section and secure title to it by paying the Government the nominal sum of $3.00 per acre for it.

The Hon. Clifford Sifton, who occupied the position at the head of the Department of the Interior previous to Mr. Oliver, differs from his successor in respect to the right of a homesteader to pre-emption. He would declare two-thirds of the total acreage of the reserved railway lands open for homestead purposes only and reserve the balance to provide a fund for the construction of a Hudson Bay railway.

As to the advantages of either system over the other there is considerable room for argument, but it is believed that the proposal made by Mr. Sifton will meet with more general approbation in the West than will that which his successor is understood to have fathered. It is settlers this country wants, desirable settlers, permanent settlers, eventually satisfied settlers. The opening up of the railway lands under either policy would give added impetus to immigration and settlement, consequently to the expansion and development of the country. It is the opinion of many that the Government should retain a portion of this land to be administrated like the school lands for the benefit and future welfare of the country. All are in favor of opening up the lands to homesteading, but the question comes in respect to the proposed restoration of pre-emption privileges.

Windmills for Power and Pumping

Pumps, Tubular Well Cylinders and Valves.



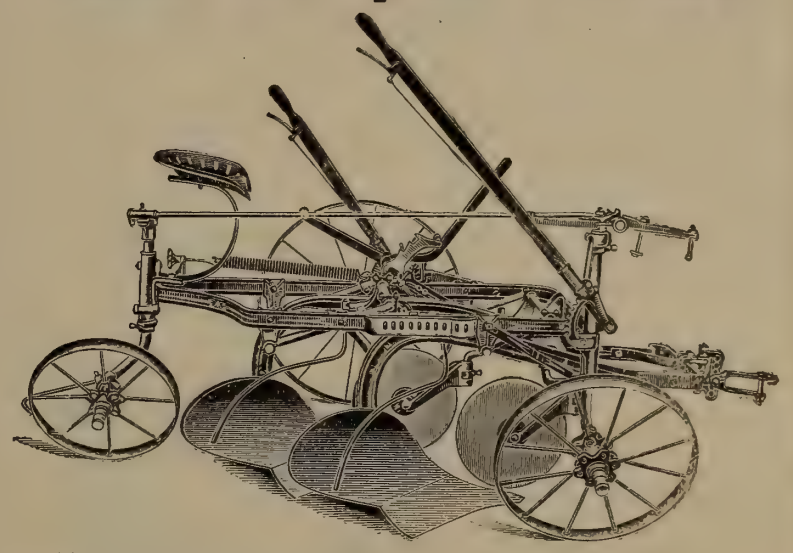
Eureka Cylinders, Brass, Brass-lined and Iron Cylinders. Tubular Well Pipe. We have a full supply of Tubular Well Goods.

WRITE FOR PRICES.

REGINA WINDMILL & PUMP CO., Ltd.

Box 869, Regina, Sask.

New Eclipse Plows



Consider what it means to you to be able to guarantee your customer that his plow frame will not bend.

You can do this if you sell him the "New Eclipse"—we stand behind your guarantee with ours and the factory, with fifty years of experience and success, stands behind us.

Then, apart from that, you have the satisfaction of knowing that once the Plow is sold, you have a good customer landed for the rest of your line.

Better write for that catalogue to-day and get posted on

The Perfection of all Riding Plows

MADE BY

FULLER & JOHNSON MFG. CO.,

MADISON, WIS.

The Stewart-Nelson Co., Ltd.

General Agents **Winnipeg.**

BRADSTREET'S

Established 1849 Capital and Surplus $1,500,000

Offices throughout the civilized world. Correspondence invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

OFFICES IN CANADA—Halifax, N.S., Montreal, Que., St. John, N.B., Hamilton, Ont. Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Vancouver, B.C.

C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

The Rights of Free Speech.

Emma Goldman, the notorious anarchist, the woman to whose teachings are imputed the murder of President William McKinnley by the assassin Czolgosz, was in Winnipeg for several days during the past month. While here she delivered several addresses before large audiences; the greater proportion of whom attended through curiosity and a desire to see the high priestess of anarchy, rather than through sympathy with her doctrines. The fact that the authorities of Chicago had refused to allow this woman the privilege of addressing a mass meeting of five thousand people in that city before she came to Winnipeg was another factor that brought out a large attendance. The foreign element of this city predominated and in the interests of "the greatest good to the greatest number" the question of whether or not it is wisdom to let an individual of the Goldman type carry on her work here has been freely commented upon.

The right of free speech has been and is one of the greatest boons and blessings of the British Empire Nevertheless, when free speech borders on the destruction of law and order, when it is of a nature to incite riot and bloodshed, when it is calculated to create class hatreds and class distinctions, and when, through the subtleties of language, it aims to wipe out an established order of things by means of revolution or other drastic methods, then, and immediately then, there is ample and sufficient reason for the suppression of free speech in the interests of the "greatest good to the greatest number of the population.

It was our privilege to hear Miss Goldman give an address on the subject of "Anarchism: What it really stands for." Candidly it was our own opinion and also that of many others present that the line of talk this woman delivers to a Winnipeg audience, at least at a mass meeting, is of a totally different stamp to that which she delivers to her followers in Chicago or down in Paterson, N. J. Her address here would not do more than create discontent among the more ignorant of her hearers, but the latent powers of force and fire apparent in the personality of Miss Goldman lead us to believe that in haranguing the mob her influence would be speedily destructive of law and order. She continually appeals to the emotions, and her talks are based on the effect they will have on the emotional nature of man rather than on his intelligence and judgment.

Wherever she goes this woman creates discontent and engenders hatreds, particularly in the minds of the foreign population. Emma Goldman is not a valuable member of society in any respect. She preached not the doctrine of construction but rather that of destruction. She would abolish all governments and all laws, all forms of authority, all actions of a compulsory nature, all property or wealth vested in the individual, in fact all that has made our present age what it is.

Miss Goldman says our system of education tends to the development of class distinctions, and not to the harmonious unifying of society as is her ideal of education. She argues that the present day method of production is enslavement for the producer and for the consumer and is only of benefit to the capitalistic class. "Why should a man not steal what he has not got? she asks. The criminal is not responsible for the committing of a crime and consequently should not be punished; the conditions which compel him to commit crime are directly responsible for his action and they should be abolished. According to her version there is no naturally lazy man, who is a development brought about through the oppression of labor by capital. Miss Goldman says that if humanity adopted the principles of anarchism it would be possible for man to maintain himself and create a surplus by working two hours and forty minutes per day from the time he reached twenty-five years of age until he reached forty. From the age of five to twenty-five his or her time would be devoted to recreation and education, after forty a man could do as he pleased without work. (This statement brought loud applause from many of those listening to her.)

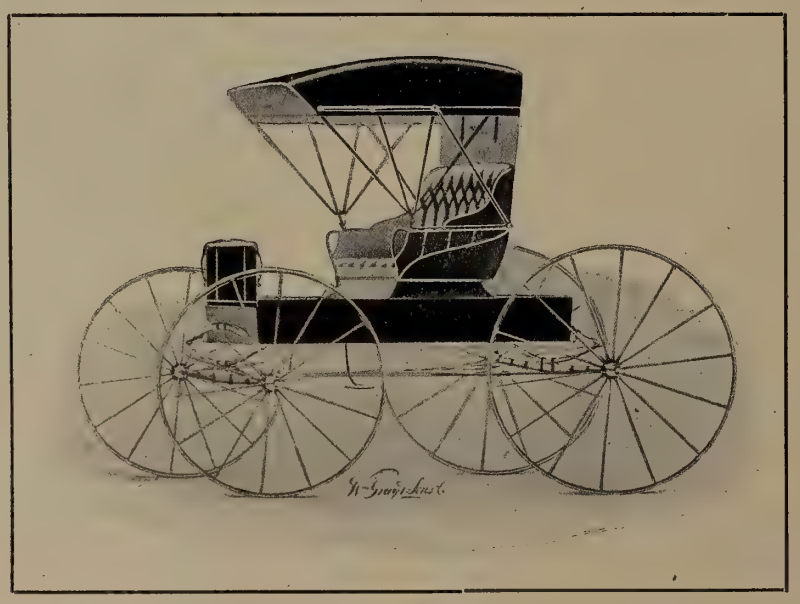
We have no doubt but Emma Goldman's teachings are a disturbing factor to the community, and when she shook the dust of Canada from her feet it was no loss to Canada. Her doctrine is purely idealistic and utterly impracticable. If there is anything in it, why do anarchists hesitate about establishing a colony to demonstrate the practical worth of their theory. A member of the audience suggested this to Miss Goldman and she ridiculed him, but practically admitted that such a condition would cause the people in such a colony to tear themselves to pieces. If so, wherein lies the value of anarchy to humanity?

Another Publication Launched

From the box of the criticized to the judgment seat of the critic is never a far cry in the life of any publication. When a new journal ventures out on the sea of business it is always subject to the remarks of those that were launched before it, while it in later days metes out the same fate to those that follow it. In passing our opinion on the latest journalistic venture, by which the National Vehicle Magazine, of Chicago, Ill., comes into being, we congratulate the publisher on his enterprise; the magazine upon its excellent appearance, both with respect to the text and the generous proportion of advertising with which it starts out; and the trade of the South upon the advent of another paper bound to be of usefulness and value. The National Vehicle Magazine will be issued semi-monthly at a subscription price of $1.00 to United States dealers, and $1.50 to all members of the trade beyond the confines of that country. If future issues are up to the standard set by the first number, and with Editor Nolan at the wheel such is assured, there will be little opportunity for the most critical subscribers to grumble. Bon Voyage.

THE WM. GRAY & SONS CO., LTD. Head Office and Factory: CHATHAM, ONT.

Easy to Ride



Made to Last

Our Stocks at Western Branches are now replete with latest styles "High Grade" Vehicles. Can ship promptly. Write us for Catalogue and 1908 Price Lists

The Wm. Gray & Sons Co., Ltd.

JESSIE AVENUE, WINNIPEG

Factory, Warehouse and Offices of the Hero Manufacturing Company, Winnipeg.

Rapid Development of the Hero Manufacturing Co.

There is a popular song going the rounds at the present time containing words to the effect that "every little bit added to what one has makes just a little bit more." Industrial growth and expansion, as well as similar development along other lines, is always consummated by the constant adding of "every little bit."

A brief history of the Hero Manufacturing Co., of this city, a splendid illustration of whose plant appears on this page, fully bears out the principle contained in the above quoted words. Hero fanning mills have been known to the dealers of Western Canada for a considerable time, but their manufacture or sale was not in the hands of those connected with the present company until July 7th, 1904, at which date Mr. Thomas Wadge, present manager of the firm, bought the Canadian patents for the Hero mill from the Twin City Separator Co., of Minneapolis, Minn. Previously the old Western Implement Co., of Winnipeg, held the manufacturing right for this territory, secured by paying a royalty to the Twin City Separator Co.

In the early part of 1905 Mr. Wadge came to Winnipeg, and for a time had a partnership with Mr. Dan Dow, the firm being known as the Dow-Wadge Implement Co., and handling the Hero fanning mill and the Maple Leaf windstacker. This concern continued for a short period when Mr. Dow withdrew. It is from this time that the real history of the manufacture of Hero mills in the West dates. Mr. Wadge secured a site in Elmwood, adjacent to the city, in an excellent location, and he immediately erected a factory. The constantly increasing demand for the mills made it necessary that more money be secured to finance the project. This resulted in the Twin City Separator Co., coming in and taking a substantial share of the stock. The factory was extended from time to time as demands warranted. By his agreement with the people from Minneapolis Mr. Wadge had the right of buying out their share in the business or compelling them to take over his portion of the stock. Realizing the value of the business and the excellent and undoubted prospects for the future Mr. Wadge, eighteen months later did the buying, with the result that he owns the Hero Manufacturing Co., lock, stock, and barrel.

The factory proper is two-storeys high, eighty feet long and seventy-two feet wide. The first part of the building put up was constructed of lumber, sheeted over with metal siding. It is in this part of the structure that the offices of the company are located. An addition was erected about twelve months ago, and this is constructed of cement block. Back of the factory is a big storage warehouse, which is one hundred and forty feet long by thirty six feet wide. The buildings are connected by a tunnel arch, the ends in proximity to one another, being of brick for fire protection purposes. When in full operation twenty-five men complete the company's force and with the improved machinery installed in the plant they can turn out thirty machines daily. Electricity is the power used, though the company have a steam plant consisting of a seventy-five horse power boiler and engine, which they use when working to the limit, or for emergency purposes.

Mr. Wadge is most optimistic concerning the company's future, and satisfied that there will be a constantly growing demand for fanning mills with the development and settlement of the West. He is to be congratulated on the progress made since entering this territory in 1905.

Canada Requires a Consular Service.

In a recent notable speech in the Dominion House of Commons, the Hon. Clifford Sifton spoke very strongly in favor of the establishment of a consular service by the Canadian government. He contended that were such a service organized the trade of this country with all other countries of the world could be greatly increased.

The ex-minister of the Department of the Interior was right. Canada has reached that stage in her development where it is essential that consular agencies be established. To-day the United States has a most efficient force of this kind and is reaping the benefits continually. Unless we have a properly conducted system, manned by a thoroughly efficient force, it is impossible that we get all the advantages that otherwise would accrue.

The principle in this question is the same that dominates the commercial and industrial life of this country. If we want more export business we must go after it. If we don't others will get it and gain accordingly. It is hoped that the government will take Mr. Sifton's suggestion in this connection seriously to heart.

A New Book on Farm Machinery.

"Farm Machinery and Farm Motors," is the title of a recent volume issued by the Orange Judd Publishing Company, of New York. It is the first book of the kind published on the subject since 1867 and is produced under the joint authorship of J. B. Davidson, Professor of Agricultural Engineering, Iowa State College, and L. W. Chase, Associate Professor of Farm Mechanics, University of Nebraska.

The first part of the work deals with farm machinery and contains, besides chapters on mechanical principles, transmission of power, materials and the strength of materials, a discussion of all the more important machines used in modern farming operations. The second part of the book takes up the subject of farm motors. Only enough theorizing is indulged in to make the principles upon which the various machines are constructed and operated perfectly clear. Technical terms have been avoided and the practical part of the work is given the greatest amount of attention. The book is profusely illustrated.

The price of this volume, bound in cloth, is $2.00. We will be pleased to have any of our readers who desire a copy of this book send us their orders, accompanied by a money order for the above amount.

Vote!

Now is the opportune time to register your vote in our Popular Voting Contest. Note the entries in Saskatchewan and give your favorite all the help you can. See our proposition and vote.

Some Dealers' Opinions on Conditions.

About the middle of the month we addressed a score or more of postcards to members of the trade living at different points throughout the three prairie provinces. We requested those to whom these cards were sent to write us a few notes covering trade conditions, especially with respect to spring sales and their opinion of the business outlook for the coming season.

From a digest of the replies received it appears that a general feeling of optimism predominates the different districts of the West. Conditions are said to be much brighter than they were at this season of last year, and all those who have written us seem to think that the outlook for 1908 business offers every encouragement to the retail dealer in agricultural machinery and vehicles.

From the jobbers' and manufacturers' end of the business trade has been quiet. Dealers have not ordered heavily of spring lines, owing to carrying large stocks left over from last season. As a rule the wholesalers and makers were prepared for just this condition. However, some think that second orders will be fairly large this season, and if spring comes along rapidly their expectations will undoubtedly be realized. Those connected with the implement and vehicle business in Winnipeg are sanguine as to the future, basing their opinions on the reports from the country. All in all, with an average season, 1908 should prove a profitable year for those in the trade in Western Canada.

Ed. Hutton, of Minitonas, Man., writes: "In our locality trade has been somewhat quieter this year than last, but the prospects for sales, both of spring goods and those for later on, are much brighter than during late March and early April of 1907. Personally I am looking forward to a better collection seasons as there will undoubtedly be more money moving during this summer and fall than at the same periods last year. The outlook, take it all round, is very satisfactory."

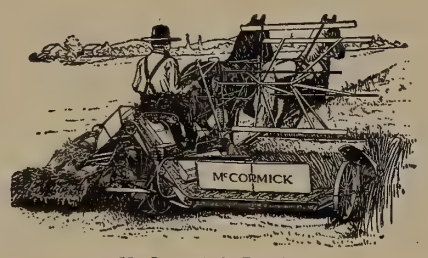
W. W. Rutan, of Melfort, Sask., says: "With the clearing of the weather business begins to show signs of improvement. Every indication leads the writer to believe that this will be a pretty good year, despite the unfavorable conditions of the past season. Farmers in the Melfort district are optimistic, and with the large increase in the acreage broken last year, together with an early spring, there will be a very large increase in the crop seeded. New settlers are coming in right along; five cars of settlers' effects being unloaded this week. One day in the week ending March 14th, fifteen cars of merchandise were unloaded for business men here. This is the best evidence that the outlook is considered satisfactory.

Scott Bros., at Lloydminster, Sask., state: "We are of the opinion that in some lines our sales will be reduced to about half of what they were at this time last year, but that in others we will make a corresponding increase over last year's business. The set-back caused by last season's crop will have the tendency of making the people in this district buy very cautiously, owing to the difficulties they encountered in meeting the debts which they contracted during 1907."

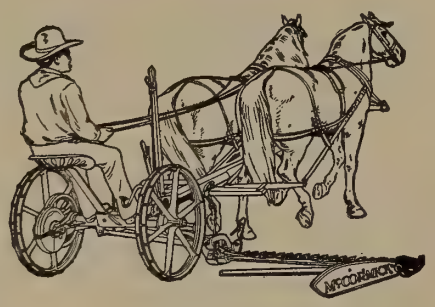
Latimer & Botterill, of Red Deer, Alta., inform us that: "We look for a fair trade in all lines of spring goods. We believe that better results will be secured by dealers this year for the reason that farmers will not buy injudiciously, in other words they will exercise great discrimination and purchase only implements which they absolutely require. This will tend to insure prompter settlements. New settlers are beginning to come with the cash for their first purchases and this will help out very materially. Everything considered we are not at all discouraged with the prospects and ready to go after business harder than ever."

Sutherland & Stelck, of Dauphin, Man., write: "Prospects for spring trade in implements and vehicles in the Dauphin district are, generally, fairly good. While the people of this district, as well as those of the rest of the country, have felt the financial depression collections have been up to the average, in fact our own collections for 1907 were better than that of the previous year, and we have no doubt but other dealers in this district had similar experiences. The manner in which the implement fraternity of this district went after their money last fall was unquestionably one of the causes of the stringency in this part of the country, while the fact that people were utterly unable to secure accommodation from the banks was another important factor. Farmers

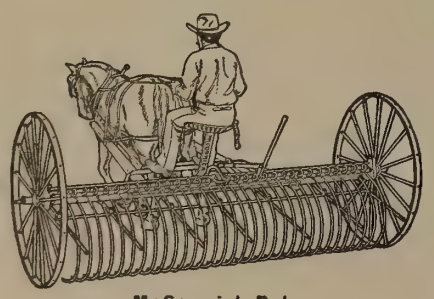
The OK Line of Farm Machines and Implements

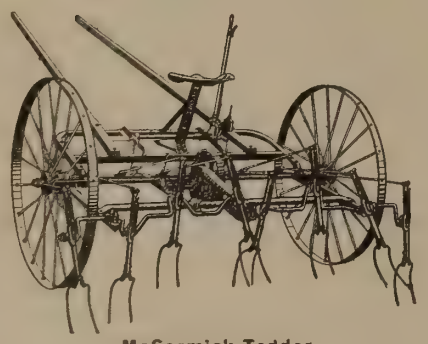


McCormick Binder



McCormick Mower


McCormick Rake


McCormick Tedder

McCormick

That perfection which is only reached by long years of experience has been attained in the McCormick line. Every improvement that conditions require, every practical innovation of inventors through more than three-quarters of a century have been embodied in the McCormick line. To-day the name McCormick is a household word. It means reliability and durability to machines bearing its name. It spells satisfaction to the farmer who uses McCormick machines.

The makers of the McCormick line have gone into Western Canada and studied the conditions under which machines and implements must be operated. They have improved their machines to meet these requirements, and have a line which is specially adapted to Western Canada. The fact that farmers are constantly increasing their orders for McCormick machines is evidence enough that they appreciate the effort which is being made to supply them with machines best adapted to their conditions. This is also a strong argument for you to handle the McCormick line. You can enjoy the prosperity to be derived from handling this line.

The McCormick is a complete line. The dealer who handles these machines and implements can equip farmers with disk drills, shoe drills, peg tooth harrows, spring tooth and disk harrows, scufflers, cultivators, binders, mowers, hay rakes, hay loaders, sweep rakes, hay stackers, gasoline engines, cream separators, hay presses, wagons, sleighs, manure spreaders and binder twine.

Western Canadian Branch Houses:

CALGARY, Alta. REGINA, Sask. WINNIPEG, Man.

International Harvester Company of America

(Incorporated)

CHICAGO U.S.A.

are buying much more conservatively this year, which is a commendable policy. We consider that the prospects for business are all right. Conditions in the country are very satisfactory. Cattle wintered well and never were in better condition. The abundance of good feed and the mild winter is directly accountable for this state."

Matt. Leggatt, Birtle, Man., says: "From what I can learn through covering the Birtle district our 1908 trade will compare most favorably with that of last year. As a money maker I believe it will be infinitely better, as only those who are ready to pay cash are anxious to do business at the present time. The man who did business on credit in the past has been so severely dunned this winter that he has come to a realization of his position and is now going carefully in the matter of purchases, with the result that he is either putting up the money for the goods he actually requires or giving very short date notes for the money. The financial stringency, combined as it was with a poor crop in some parts of the West, was a blessing in disguise to the dealer who has been in the habit of giving his customers too much credit and also to those dealers who have been in the habit of loading their customers up with more machinery than they actually required, or could use profitably, or could eventually pay for. From a careful survey of the situation I am convinced that while possibly the volume of business may be somewhat reduced this year the results will be much better, because business will be done on a basis of cash or short date notes."

M. Rumely Co., Laporte, Ind., after Canadian Business.

With a conviction born of careful and thorough investigation, backed by a well-founded belief respecting the future greatness of Western Canada, and a full realization of the vast possibilities that exist here for business in their line, the M. Rumely Company, of Laporte, Ind., have decided to invade this territory after business.

This concern is engaged in the manufacture of threshing engines and separators, and both the company and their goods enjoy an enviable reputation among the fraternity of Uncle Sam's domain. For the season of 1908 their business in this field will be looked after from their branch house at Grand Forks, N. D. Mr. H. P. Kane, their Manager at that point, was recently in Winnipeg concluding the necessary arrangements for their entry into Western Canada. He returned to Grand Forks well pleased with the results of his trip, and satisfied that his company are making no mistake in getting into the three big prairie provinces.

Dealers who desire any information regarding this company, or who want catalogues covering the Rumely engines and their Ideal separators are requested to address their correspondence, for the present, to Mr. Kane, at Grand Forks, N. D., U. S. A.

The Traveller's Dream.

A little room in a little hotel,
In a little country town,
On a little bed, with a musty smell,
A man was lying down.

A great big man with a great big snore,
For he lay on his back you see,
And a peaceful look on his face he wore,
For sound asleep was he.

In his dreams what marvellous trips he made,
What heaps of stuff he sold!
And nobody failed and everyone paid,
And his orders were good as gold.

He smiled, and smothered a scornful laugh
When his fellow commercials crowed,
For he knew no other had sold the half
Of what his order book showed.

He got this letter from home one day—
"Dear Sir—We've no fitter term
To use in your case than simply to say
Henceforth you are one of the firm."

And a glorious change this made in his life,
He now from the road withdrew;
And, really, soon got to know his wife,
His son, and his daughter, too.

But with a thump—bang-whang—thump—bang! again,
The "boots" had knocked at the door:
"It's very near time for that 6.10 train!"
The commercial's dream was o'er.

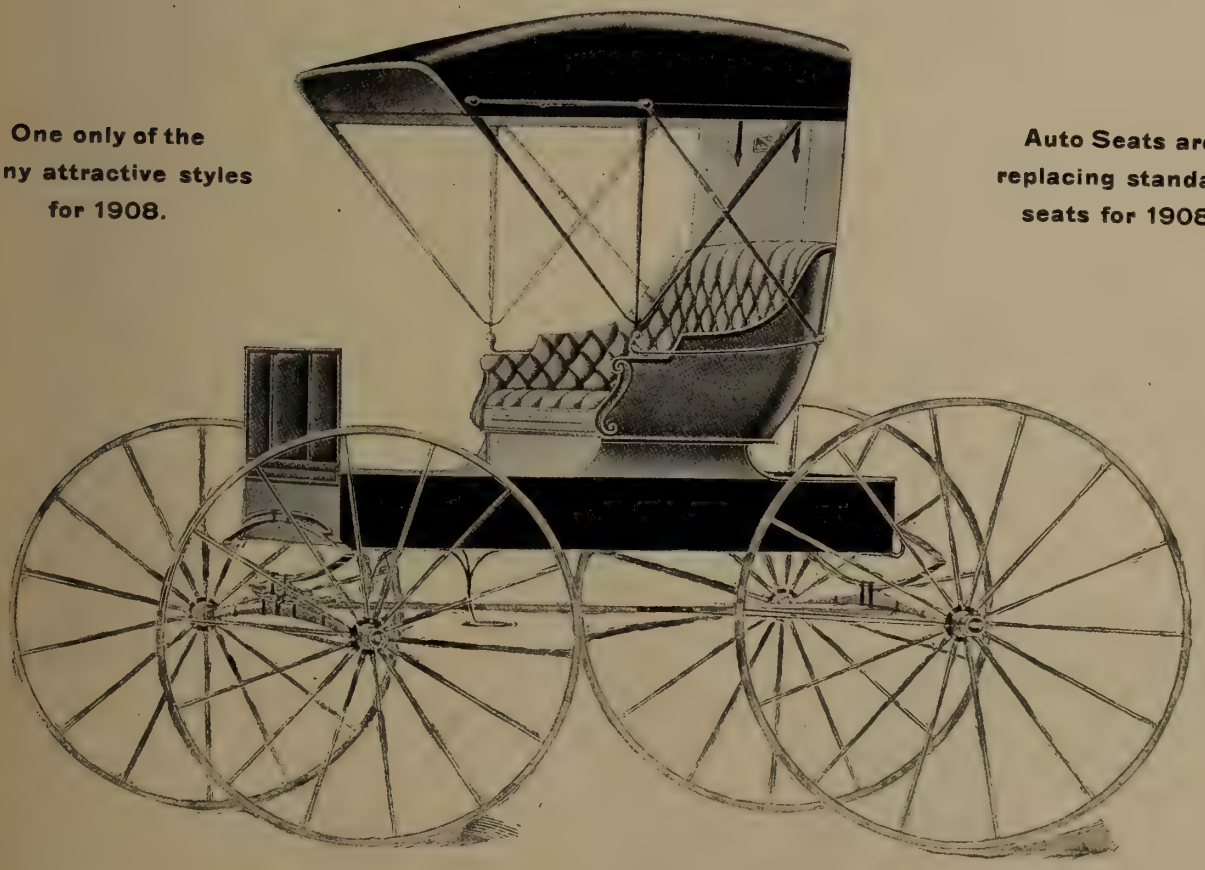
"BROCKVILLE CARRIAGES"-"Canada's Standard"

MADE BY

CANADA CARRIAGE COMPANY, Brockville, Ont.

One only of the many attractive styles for 1908.

Auto Seats are replacing standard seats for 1908.



No. 18 AUTO.

150 styles to choose from.

Handsome "Hanger" showing new styles for 1908 mailed to dealers on application to

JOHN DEERE PLOW CO., LIMITED,

WINNIPEG, REGINA and CALGARY.

He Was Slow

"Is it true that you threw something at Mike that caused the swelling over his eye?" the 'Squire inquired of a wiry little Irishwoman who appeared one day, sobbing as if her heart would break.

"Yis, sor, I did!" said the woman, catching her breath, "but I niver mint to hurt him, an' well he knows it! We'd just come home from me cousin's weddin', an' I was feelin' kinder soft to Mike, an' I up an' axed him if he loved me as much as he did the day we was married; an'—an'—yer anner, he was so slow answerin' me that I up wid the mop an' flung it at him! If we poor women don't have love our hearts jist breaks inside uv us!"

Dealers' Associations Desirable.

M....., Alta,
March 18th, 1908.

Editor, Canadian Farm Implements,

Though not a resident of the "postage stamp province," I was delighted to see by your March issue that its dealers were characterized by a spirit of progress, and to note that the nucleus of a retail dealers' organization has been formed by them. It is to be hoped that this spirit will spread and that ere long similar steps will be taken by the implement men in Saskatchewan, and also in my own province of Alberta.

Prior to coming into Western Canada, I was engaged in the implement and vehicle business in the States, and a member of one of the most powerful of dealers' associations. The benefits to the retail trade brought about through organization can never be wholly realized or appreciated until a man has experience as a member of some such thoroughly organized body.

In these days it is a generally accepted fact that the policy of combining and concentrating the common interests of large bodies for purposes of mutual benefit and protection, looking towards the betterment of trade conditions, is both practical and profitable. It is because of this fact that manufacturers, wholesalers, and retailers have their organizations.

From my connection in the States and my knowledge of the business I know that the manufacturers and jobbers of that country have co-operated with the dealers' associations. They are heartily in accord with the motives of the protective associations and have given evidence of this fact on more than one occasion. They know that the business has been improved, that changes and reforms have been brought about, through the medium of the retailers' organization otherwise impossible of accomplishment.

No man connected with the retailing of farm implements and vehicles can well afford to stay out of the dealers' association, that is providing that it is properly organized and capably officered. Too often the value of such a body is impaired through the selection of men to the top places who are not thoroughly qualified for the task before them. The expense of membership is trifling and the benefits secured cannot be overestimated.

I hope that the Manitoba men will make every effort to get every implement man in that province to join. Thorough organization is one of the necessities of such a body. As soon as the Manitoba people have blazed the way the Alberta men, and I think the dealers of Saskatchewan, are ready to follow their example. In fact I think the former are ready to go ahead with organization right now.

Thanking you for the space used and assuring you that I shall take pleasure in presenting my views on this subject from time to time, and trusting that you will extend an invitation to all other implement men to do likewise, I am

AN ALBERTAN.

POPULAR VOTING CONTEST

Subscription Blank.

CANADIAN FARM IMPLEMENTS

901-2 Union Bank Building,
Winnipeg, Man.

.....190

Find enclosed amount of $..... covering subscription to **Canadian Farm Implements** for .....years.

Name .....

Town.....

Province .....

Credit Votes to .....

FAIRCHILD WAGONS

Have been thoroughly tested and tried by many thousands of farmers, and each year the sales have greatly increased.

THEY ARE

Light Running **Well Finished**

Attractive in Appearance

And made by thoroughly experienced Mechanics.

Each wagon is built of the very best materials throughout, every stick of which is perfectly air-dried. Our guarantee is back of them.

Write us **JOHN DEERE PLOW CO., LIMITED**

WINNIPEG REGINA CALGARY

Wait — Just a Minute

Have You Voted Read This Then Act.

Who is the most popular Travelling Salesman connected with the Trade in Manitoba, in Saskatchewan, and in Alberta?

CANADIAN FARM IMPLEMENTS will conduct a voting contest among its good friends the dealers in agricultural implements, vehicles, and kindred lines doing business in Western Canada, to find out who is in their estimation the most popular travelling salesman connected with the trade in each of the provinces of Manitoba, Saskatchewan and Alberta.

TO THE TRAVELLER receiving the most votes in Manitoba we will present One Hundred Dollars ($100.00) in Gold; to the traveller receiving the most votes in Saskatchewan we will present One Hundred Dollars ($100.00) in Gold, and to the traveller receiving the most votes in Alberta we will present One Hundred Dollars ($100.00) in Gold, with which to defray the expenses of their annual vacation or otherwise as they may choose.

THE COMPETITION PERMITS any dealer living West of the Great Lakes in Canada voting for any travelling salesman whom he may favor, whether the salesman may be contesting for the premium in the particular province of which the dealer is a resident, or not. We will be pleased to furnish any travelling man in the trade with any additional information desired.

Rules of Contest.

1.—All travelling men engaged in the actual selling of farm implements, vehicles, cream separators, binder twine and threshing machinery in Western Canada will be eligible to enter the contest.

2.—Contest will be decided on votes estimated as follows:

50 cents.	Good for	1	year's subscription to one address and			20	votes
$1.00	"	3	"	"	"	40	"
$2.00	"	6	"	"	"	80	"
$3.00	"	9	"	"	"	160	"

3.—Every subscription sent must be in the name of a bona fide implement dealer, general agent, blockman, branch house manager, or regular implement, vehicle, cream separator, binder twine or thresher traveller. Subscribers in arrear will have amount owing deducted from money sent, but votes will count as above. In every case of past due subscription $1.00 will cancel all arrears and prepay subsciption to end of 1908.

4.—Every competitor must send in his name and address, the province he is contesting, the name of the concern he represents, and the territory he works, upon entering the contest, accompanied by $1.00, which will prepay his subscription to our publication for three years and give him a starting credit of forty (40) votes in the contest.

5.—Votes once received cannot be changed or transferred. All votes will be finally counted and certified to by affidavit of two prominent men connected with the trade and the Manager of this publication. Their decision will be final in all matters of dispute.

6.—The contest commenced March 1st, and will close August 31st, 1908, all envelopes containing subscriptions for contest must bear postmark before midnight of the latter date.

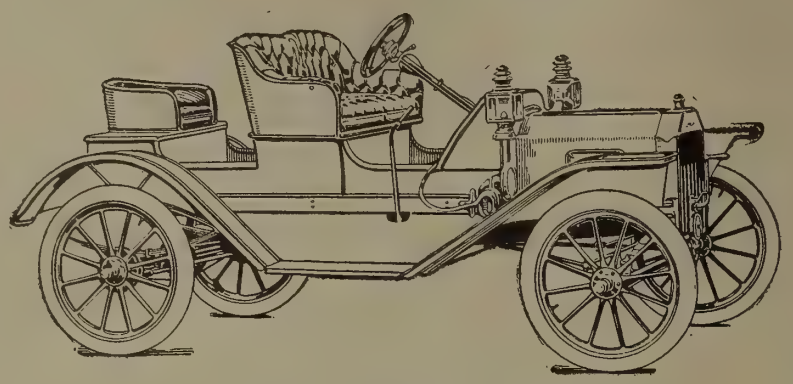
7.—Remember Canadian Farm Implements is a trade paper and that every subscription sent must be in accordance with Rule 3. Those sent in the names of others will be returned, money refunded, and no vote credit given on them.

8.—Bear in mind that none of the manufacturers or jobbers are financially interested in Canadian Farm Implements, and no papers sent to dealers have been ordered or paid for by them. Every dealer who has been receiving the paper without prepayment is indebted to the publishers only.

9.—Should there not be five competitors in any province before April 30th, the contest will be declared off in such province and a commission of 50% paid on subscriptions received from travellers.

Canadian Farm Implements, Ltd.,

901-2 Union Bank Building **WINNIPEG.**

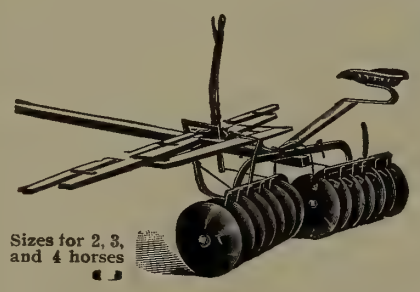


REO ROADSTER—20 h.p.
also TOURING CARS and RUNABOUTS.

The **REO** gives you more for your money than any other motor car ever built. If you are interested let us show you.

Our other lines:

Oldsmobile—Franklin and Ford Automobiles, Brantford Carriages, Maw-Hancock Disc Plows, Lorne Wagons, Empire Pumps, and Simplicity Gasoline Engines



Sizes for 2, 3, and 4 horses

BISSELL The King of DISK HARROWS
It Takes to the Ground

"Bissell" Harrows have the essential parts all in the right relation and correct proportions. Wherever there is hard work to be done they take to the ground like a duck takes to water.

The success of this Disk is a surprise and wonder to competitors and imitators.

Joseph Maw & Co., Ltd.
Winnipeg, Man.

NOTICE
To Implement Dealers

DON'T WORRY

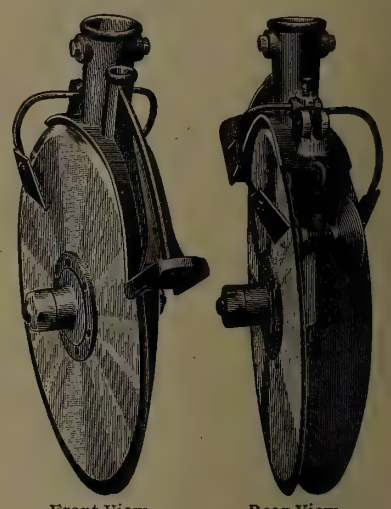
You can secure a

MONITOR DRILL

on short notice

from the

Monitor Double Disc Attachment



Front View Rear View

JOHN DEERE PLOW CO.

WINNIPEG CALGARY REGINA

GOOD RELIABLE AGENTS WANTED

To handle our Sewing Machines and Fencing.

OUR SEWING MACHINES ARE THE BEST

We have the Combined Secretary and Cabinet.

and most up-to-date on the market, and a good profitable line for any agent to handle.

THE DAVIS ROTARY.

THE DAVIS VERTICAL FEED.

THE NEW DAYTONIA.

THE STERLING.

THE WINNER.

All manufactured by the Davis Sewing Machine Co. of Dayton, Ohio.
We also handle the

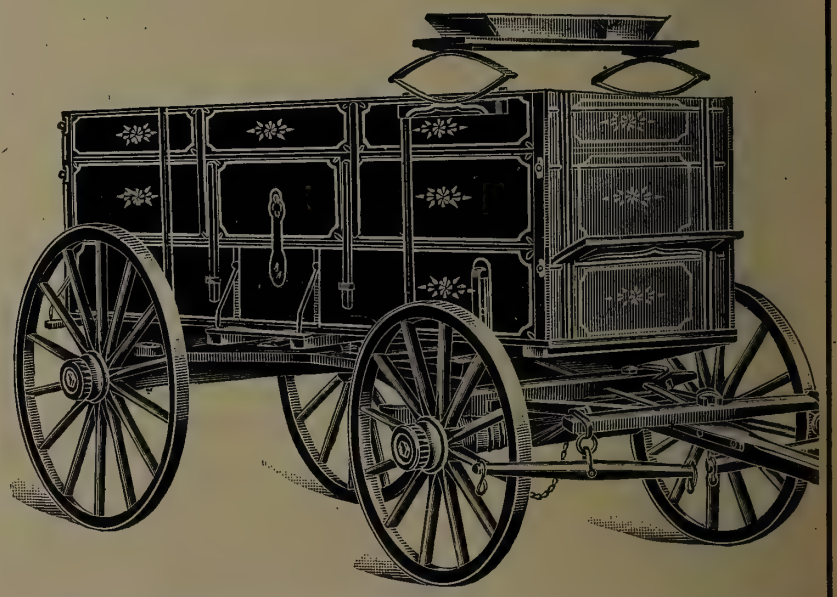
REVERSE COIL WOVEN FENCING

This is the Best Fence on the market as the stays cannot slip sideways. We also handle Gates. No. 9 Coil Spring Wire, locks and stays, locking tools, stretchers, etc., etc.

SEND FOR CATALOGUE AND PRICES.

HEDLEY & BELL 1204 Rosser Ave., BRANDON, Man.

Wilkinson Wagons



Wilkinson Wagons have made good every claim made for them.

Those claims have been big in some cases, but practical work has shown they were right.

Nothing but constant watchfulness of material and care in making, keeps them up to the mark.

Our own supply of timber and the experience of our men, is a guarantee that Wilkinson Wagons will always be what we claim.

"The Light Running Wilkinson"

The Stewart-Nelson Co., Limited,

General Agents WINNIPEG.

CANADIAN FARM IMPLEMENTS

VOL. VII, No. 5. WINNIPEG, MAN., MAY, 1908. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

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CAPITAL AUTHORIZED - $4 000,000 CAPITAL PAID UP - $3,136,960
REST - $1,600,000

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WESTERN HEAD OFFICE STAFF:
H. B. Shaw, Superintendent. F. W. S. Crispo, Inspector.
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Manufacturers and Importers of Vehicle Wood goods of all kinds.
We make a Specialty of carrying Hardwoods suitable for the Implement Trade.
We are also the largest Dealers in Hardwood Lumber in the West and solicit your enquiries for either car lots or small quantities for local shipment.

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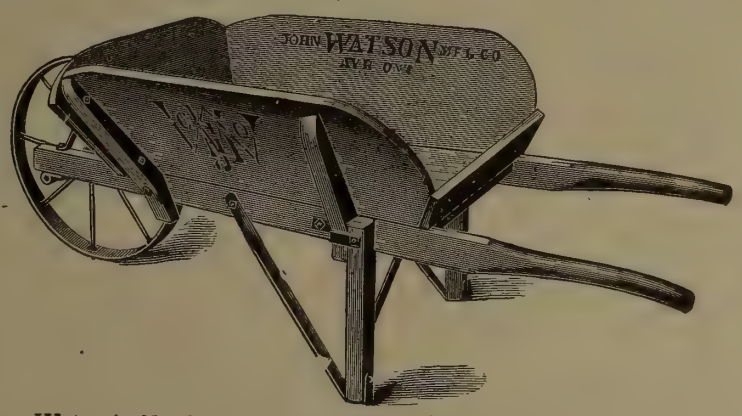
Our Barrows and Trucks are made in all sizes and in all styles.

We have Pulverizers, Boss and Steel Harrows for immediate shipment.



Watson's No. 2 Barrow. The most popular Barrow in Canada. Removable sides 12 inches high.

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A money making line for YOU.

Send for our special catalogue.

Our prices are right.

John Watson Mfg. Co. LIMITED

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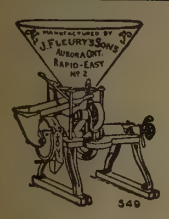

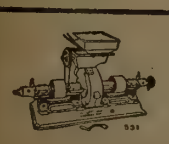

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GRINDERS

IN CANADA

In **sizes** to suit **any power.** These cuts show **three classes.**

549, for use on the **Farm.** Three sizes.

550. Farm use or **Custom** Work (stationary or for moving from place to place).

551. Attrition Mills for Elevators, **Custom Mills,** etc Finest work and greatest capacity. We have just what you need in these "Rapid-Easy" Grinders — which do **more work** with **same power** than others. Informaton, circulars, etc., upon request.

JOHN DEERE PLOW CO. Ltd.

Winnipeg, Regina and Calgary SOLE AGENTS

J. FLEURY'S SONS, Aurora, Ontario, Canada.

GALVANIZED STEEL SHINGLES
CORRUGATED SHEETS
ORNAMENTAL STEEL SIDINGS
EMBOSSED METAL CEILINGS
Building Materials of every Description in
SHEET METAL

ROCK FACED STONE SIDING

Tell us all about your requirements and ask for our latest Catalog.

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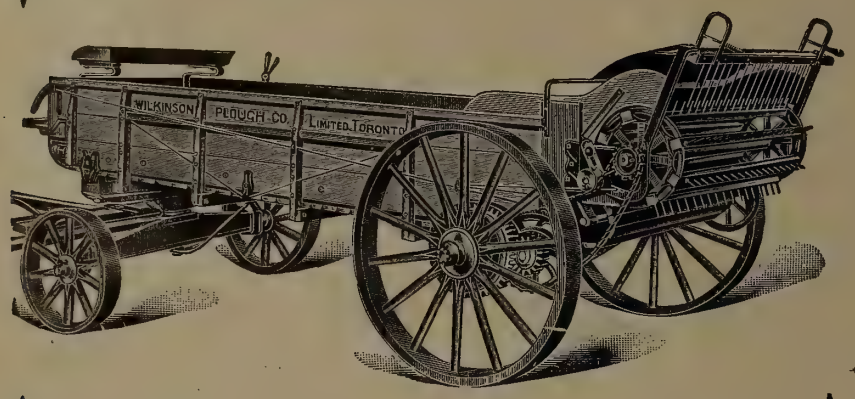
246 Princess Street, Winnipeg, Man.

The Wilkinson Plough Co. Ltd.,

Toronto - - Ont.

Manure Spreaders



One or more of your Customers is going to buy a MANURE SPREADER this year.

Sell him the best and keep him satisfied.

The Great Western Endless Apron Manure Spreader

has more selling points than any other, and you can **show** your customer.

Better get our Catalogue at once and be posted.

The Stewart-Nelson Co., Ltd.

GENERAL AGENTS,

Winnipeg

MOUNT FOREST CARRIAGE CO'S.

BUGGIES AND CARRIAGES

HOUGHTON
JOGGING CART
Weight 45 lbs.

are strong, stylish and serviceable.

Every job made to give perfect satisfaction to the purchaser. Sure trade winners for live dealers. Most up-to-date designs, and superior wearing finish.

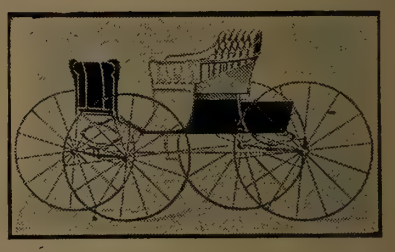
Let us send you our Catalogue and 1908 Terms.

Let us send you catalogues and full particulars regarding Eureka

Potato Sprayers,

and

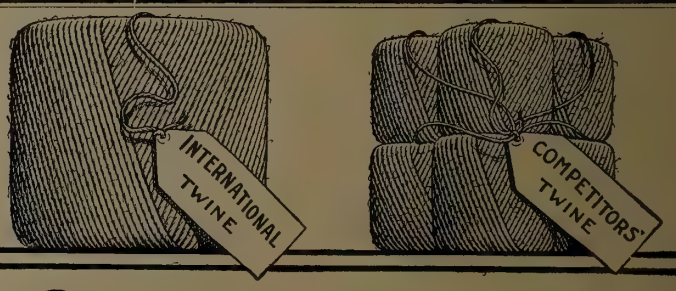
Hallock Potato Diggers



No. 119—Forest King.

A. C. McRAE,

Western Canadian Representative **Winnipeg.**



One Half

THE BINDER TWINE SOLD IN CANADA IN 1907 WAS DEERING McCORMICK AND INTERNATIONAL BRANDS

Fifty per cent of the binder twine used in Canada for the 1907 harvest was Deering, McCormick and International twine. Why? Because these brands gave such universal satisfaction that farmers depend upon them. Farmers who used short length and imperfect twine during the last season will profit by their mistake and see to it that they get a brand which has full length, full strength and evenness of strand to recommend it.

Are you one of the dealers who handled short length twine last year? If you are you did not handle Deering, McCormick or International twine, for these twines are always full length, full strength, and comply with the requirements of the government inspector.

This is a reason for the growing increase in the use of Deering, McCormick and International twine. These brands are guaranteed to stand a breaking test of 50 to 85 pounds, and to have average lengths as follows :

Sisal	**500 feet per pound**
Standard	**500 " " "**
Manila	**600 " " "**
Pure Manila	**650 " " "**

These brands of twine are also remarkably free from swells and bunches of tow; a comparison with other brands will convince you of this.

Write the nearest branch house for prices and terms.

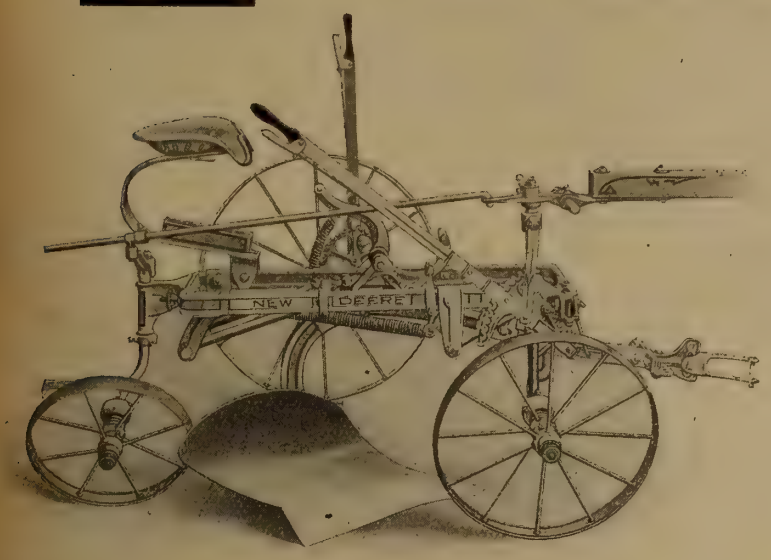
Western Canadian Branch Houses :

CALGARY, Alta. REGINA, Sask. WINNIPEG, Man.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(INCORPORATED)
CHICAGO, U. S. A.

The NEW DEERE SULKY GANG PLOWS

Equipped with Breaker Bottoms when desired.



SULKY and **GANG PLOWS** are a specialty with DEERE & COMPANY.

They are the largest manufacturers of these implements in the world.

It is well to remember that plows are the basis of a profitable implement trade.

In every town, large or small, there is a **best** dealer. That reputation is valuable no matter what the line of business.

That **best** dealer makes money. His reputation was made by selling the **best** goods—not otherwise.

JOHN DEERE PLOWS have a world-wide reputation, which can only be obtained in one way—by building the **best**. They have received first prize at every national or international exposition since 1876.

If you are convinced that the **best** business can only be built by selling the **best** goods—then we wish you would write for our catalogue and terms.

EVERY DEALER IS INVITED TO VISIT OUR SAMPLE ROOMS.

John Deere Plow Company Ltd.

WINNIPEG Regina Calgary Edmonton

The Name Tells a True Story.

SUPERIOR

The Name Tells a True Story.

Disc Harrow and Cultivator on Wheels.

Perfect Cultivation.
Easy to Operate.
Rides on its own Wheels.
All Discs Independent.
Practically ALL Steel.

MADE IN SIX SIZES :
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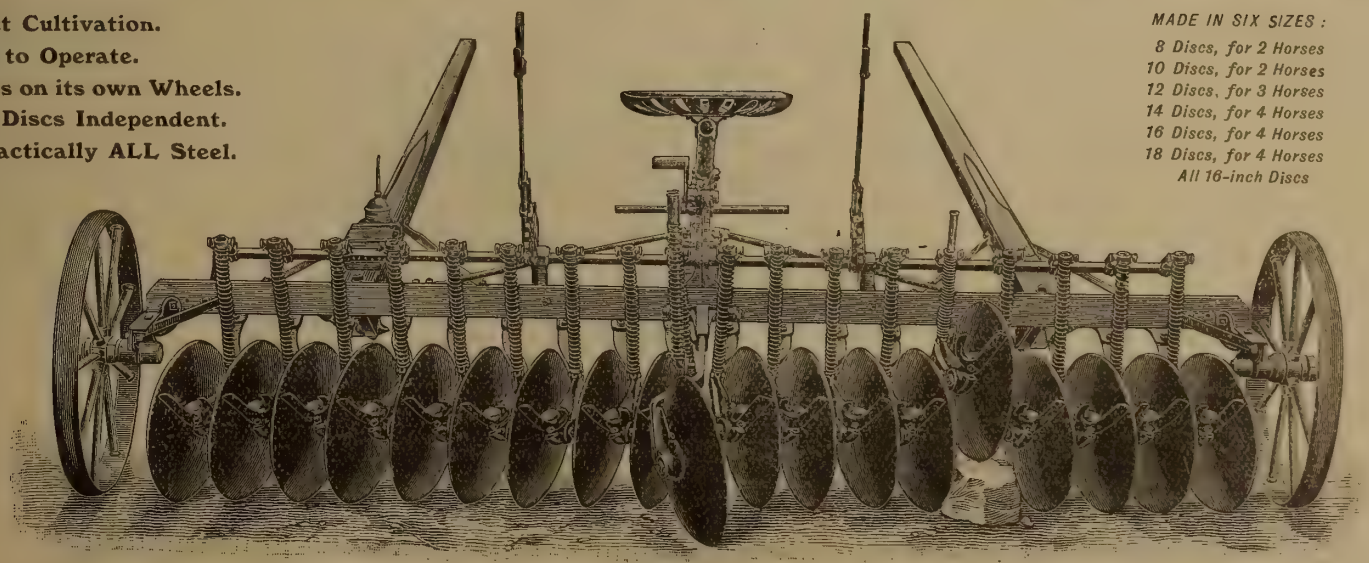
18 Discs, for 4 Horses
All 16-inch Discs



REAR VIEW 18-DISC SUPERIOR DISC HARROW ON WHEELS.

If you want the Agency for the Best Harrow in the World, write NOW for Catalogue and Prices.

THE AMERICAN SEEDING-MACHINE CO., Incorporated,

310 Ross Avenue WINNIPEG, Man.

THE PROOF
OF THE PLOW
IS IN THE USING

THAT'S WHY

COCKSHUTT PLOWS

have taken the lead

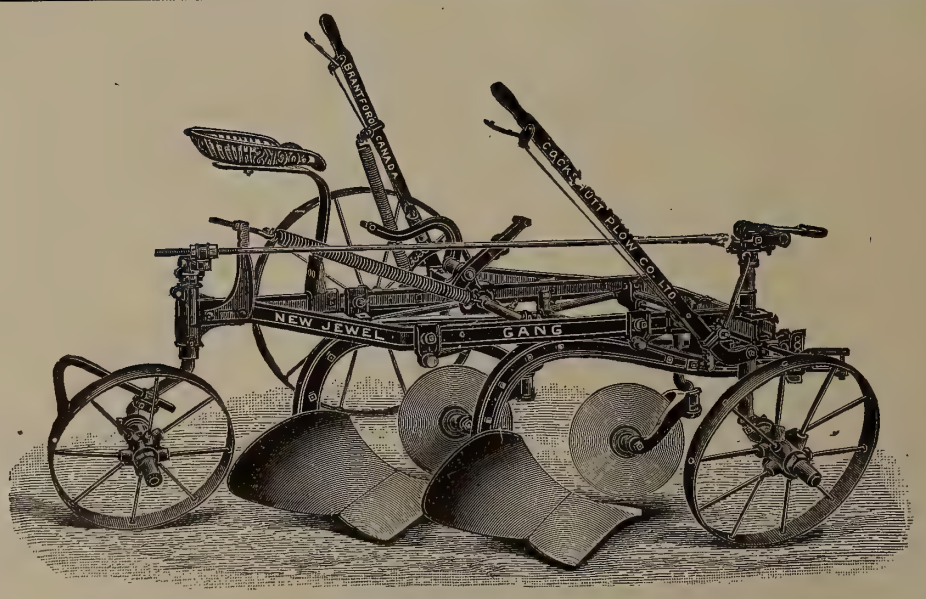
They do the business in the farmer's field and in the dealer's warehouse. Some others are good, but none so good. It is the uniting of superior strength and durability with lightness of draft, and those brilliant improvements here and there that make the Cockshutt "Jewel" Gang and Sulky Plows stand apart—unequalled.

THE "COCKSHUTT" DEALER DOESN'T WORRY. HE KNOWS HIS GOODS WILL PLEASE BECAUSE THEY HAVE.

THE DEALER
RECOMMENDS IT

AND

THE PLOW
MAKES GOOD



COCKSHUTT "JEWEL" GANG.

THE FARMER
RELIES ON IT

AND

THE PLOW
MAKES GOOD

Cockshutt Plow Co. Ltd.

Winnipeg Regina Calgary

CANADIAN FARM IMPLEMENTS

Vol. VII, No. 5 WINNIPEG, MAN., MAY, 1908. SUBSCRIPTION PRICE { Per Copy, 5c. Per Year, 50c

Some Facts on the Selection and Distribution of Seed Grain by the Dominion Government.

Several papers in the West, notably those in opposition to the present party in power in Dominion politics, have been devoting considerable space of late to a condemnation of the Government in connection with the purchase of seed grain for the farmers of Alberta and Saskatchewan. In brief they charge that the seed supplied is of poor quality, that it contains a large percentage of weed seeds of all kinds, that it was not properly cleaned before being shipped to the farmers, that there was no necessity for going outside the country to get oats for seeding purposes, and that those responsible for the selection and distribution of the seed were nothing more or less than a lot of incompetents.

This paper is absolutely independent politically so that statement from us in reply to these critics cannot be denounced on the plea that we have an axe to grind. We realize that criticism and attack are as inseparable from party politics as rain and sunshine are from a successful cereal crop. It is our opinion that all such criticism that is fair and honorable is justifiable, but when the actions of one party are deliberately misrepresented by the organs of another with malicions intent or through ignorance in order to secure an advantage, either imaginary or real, it is time that such critics and attackers were publicly corrected.

Those condemning the seed purchased on the grounds recited are we believe, either wilfully misrepresenting the facts or else they are woefully ignorant of the conditions attending the selection and purchase of the seed. The subject is one that we have been greatly interested in and many of our readers will remember that in our January issue we urged upon the Government the necessity for action looking to the extending of aid to the farmers requiring seed. A few weeks later the Government announced that this would be done.

Every dealer well knows that the grain crop of last year, especially in the newer and cleaner districts, was, as a rule, more or less affected; consequently it was utterly impossible to get large quantities of grain of the highest quality for seeding purposes in the country. In order to secure the best wheat possible the Government advertised extensively that they were in the market to buy and that they were prepared to pay premium prices on the following basis over current market prices: 20 cents per bushel for wheat absolutely free from noxious weeds; 15 cents per bushel for wheat containing not more than one noxious weed seed per pound; 10 cents per bushel for wheat containing not more than five wild oats or purple cockle per pound; and 5 cents per bushel for wheat containing not more than eight wild oats or purple cockle per pound. Any grain containing traces of ragweed, darnel, and thistle were instantly rejected. From this it will be seen that every opportunity was offered farmers to sell their grain at the highest prices, and that every reasonable precaution was taken by the Government to insure getting the best available seed.

In addition all shipments were subjected to inspection by officers of the Dominion Seed Division. To these inspectors was delegated the power to say whether the Government would accept or reject any grain consigned to the Purchasing Agent. These inspectors absolutely refused to take any grain that did not come up to a standard agreed upon by the Purchasing Agent and representatives of the provinces of Saskatchewan and Alberta as the highest possible consistent with the securing of the necessary amount of grain. This standard demanded that the inspectors accept no wheat containing more than 10 wild oats or 20 purple cockle per pound; nor oats containing more than 25 wild oats or purple cockle per pound. Special precautions were taken against these weeds because of the difficulty in removing them by cleaning. The lower standard for oats was necessitated by the extreme scarcity of frost free oats in the country, and the limited supply available from other quarters.

Supplemental to premium prices, and a rigorous inspection, the Government took the commendable precaution to insist that all grain accepted be subjected to a thorough cleaning. Every successful method in vogue for the removal of impurities from grain was brought into operation and the greatest care taken to see that the results were satisfactory, The Provincial Governments had a representative in each of the cleaning elevators, and this man had the authority to have the grain re-cleaned as many times as he considered was necessary in order to bring it to the highest possible perfection.

Now with respect to the criticism dealing with the Government's going out of the country to purchase oats. One paper asserts that all

REPLY TO "OPPORTUNITY."

(Famous Sonnet by John J. Ingalls.)

By Walter Malone.

They do me wrong who say I come no more
When once I knock and fail to find you in,
For every day I stand outside your door
And bid you wake and rise to fight and win.

Wail not for precious chances passed away,
Weep not for golden ages on the wane;
Each night I burn the records of the day,
At sunrise every soul is born again.

Laugh like a boy at splendors that have sped,
To vanished joys be blind and deaf and dumb.
My judgments seal the dead past with the dead,
But never bind a moment yet to come.

Though deep in mire wring not your hands and weep,
I lend my arm to all who say "I can."
No shamefaced outcast ever sank so deep
But yet might rise and be again a man.

Dost thou behold thy lost youth all aghast,
Dost reel from righteous retribution's blow?
Then turn from blotted archives of the past
And find the future pages white as snow.

Art thou a mourner? Rouse thee from thy spell.
Art thou a sinner? Sins may be forgiven.
Each morning gives thee wings to flee from hell,
Each night a star to guide thy feet to heaven.

the seed oats needed by the farmers of Saskatchewan could have been purchased in that province. What are the facts? Taking the whole of the inspections at Winnipeg for the crop of 1908, including Manitoba, which was the freest from frost, it will be found that 75% of the oats inspected were graded rejected for frost, and of the 25% which were not rejected not more than 5% were sufficiently free from wild oats to be considered by the Government for seed purposes. Oats from old districts, which were comparatively free from frost, were infested with wild oats, while the oats from the new districts, which were free from wild oats, were rendered worthless for seed purposes by frost. At that time the Government learned that a supply of oats could be got in Prince Edward Island and in Great Britain and these oats were bought.

As to the competence of the men who had charge of the work. None will dispute the recognized abilities of Hon. Mr. Motherwell, Minister of Agriculture for Saskatchewan; of Mr. George H. Clark, Seed Commissioner for Canada; of Mr. C. C. Castle, Purchasing Agent for the Government in this matter and of Mr. E. D. Eddy, Representative of the Seed Branch in Manitoba. The Hon. Mr. Motherwell worked strenuously in the interests of the farmers and clean seed. Time and time again when hitches occurred on account of the refusal of the inspectors to accept grain not up to the standard, and when he was wired for to come to Winnipeg, he came and stood behind the inspectors. Mr. Clark did the same. He refused to accept anything not up the standard held by his inspectors and he backed them in their efforts on behalf of the farmers. Mr. Castle requires no eulogy. Unless the inspectors passed the grain Mr. Castle could not buy it, and with the close inspection nothing was accepted and bought that was deemed unfit for seeding. But, of Mr. E. D. Eddy, what shall we say. On his shoulders fell the brunt of the work, the burden of the battle, and the way in which he performed his task was a lesson on moral courage and business integrity to all those with whom he came in contact. His superiors and his assistants gave him their royal support and Eddy made the fight for the farmers of the West, and the man who says that he is incompetent for the work he had to do, or that those associated with him were incompetent, is either not fully conversant with the conditions governing the selection, or he does not know the men he is condemning, or he is perverting the facts for unfair ends, or he is utterly ignorant on the subject, or he is a person who is sore because he failed to have a consignment of undesirable grain accepted by these officials.

No, critics and attackers, the work was done and done well, and credit should be given where credit is due.

INTEGRITY

In the development of the great *Studebaker* vehicle plant from a small one-forge shop to an establishment covering more than a hundred acres, *Studebaker* methods have necessarily multiplied and changed.

The one factor as unalterably fixed to-day as it was a half-century ago is *Studebaker* INTEGRITY—the absolute determination to produce as good a wagon or buggy, or set of harness, for a specified purpose as it is possible to build.

Your interest in these facts is obvious. As a vehicle dealer they bear directly upon the standing possible for your trade.

The dealer who builds up a business selling *Studebaker* vehicles has a trade that is permanent and profitable

Studebaker

Some splendid opportunities open for good reliable dealers. Write us for available territory and inducements to "Studebaker" dealers. Mention this advertisement and this paper

Studebaker Bros. Mfg. Co.

South Bend, Indiana.

Brandon.

Mr. J. G. Bond, dealer at Kenton, Man., was in the city for a day or two recently.

Mr. William Antliffe, Manager of the Melotte Cream Separator Co., Winnipeg, was here on business since our last report.

Mr. J. E. Ruby, Western Manager of the Frost & Wood Co., was up from Winnipeg on a visit to his branch here during the past month.

Spring business is now practically over for this year. From reports received the implement dealers are well satisfied with the volume of business, especially in plows, drills and cultivators.

The new Citadel of the Salvation Army was opened April 5th by Ex-Mayor Robert Hall. This structure is certainly a handsome one and a credit to the Army and the city of Brandon.

Mr. J. MacDonald, of Stinson & MacDonald, implement dealers at Hamiota, Man., was in town on business recently, He reports very favorably concerning spring trade and the outlook for future orders in the Hamiota district.

Mr. Wm. Atwell, Manager of the Manson Campbell Co., of Brandon, recently left on a visit to the factory of the company at Chatham, Ont. While away he will visit Duluth, Chicago, Toronto, and other points. He was accompanied by Mrs. Atwell.

Mr. J. G. Humphry, of Humphry & Son, hardware and implement dealers at Griswold, Man., was a visitor to the Wheat City during the past month. He reported a satisfactory spring business in plows and a large trade in drills.

The incorporation of the Brandon Gas & Power Co., has just been obtained. This company will have a capital stock of $150,000, and the provisional directors are as follows: Hon. G. R. Coldwell, Provincial Secretary for Manitoba; A. C. Fraser, Arthur Maybee and John Hanbury, all of Brandon; Dr. C. W. Clark, of Winnipeg, and three appointees of the International Harvester Co., of America. Mr. George Harper, the Company's engineer, is expected to arrive in the Wheat City about the first week in May to commence work on the plant. It is the intention to utilize straw in the production of this gas, so that this will afford another source of revenue for the farmers in the Brandon district.

Mr. D. H. Watson, formerly of the Brandon Machine Works, having recently severed his connection with them, has gone to British Columbia.

It is understood that the Brandon Machine Works are going into the manufacture of steel furnaces. The manager, Mr. W. M. Fulton, is at present away from the office on a trip through the West.

The Cockshutt Plow Co. unloaded an eight-furrow engine gang plow for Mr. Fred Berry last week. The purchaser is starting this outfit on a section owned by Mr. W. Currie, south of Alexander, Man. This is the second engine gang unloaded and sent to Alexander recently. Mr. Andrew Young was the purchaser of the latter. Mr. J. E. Naismith, of the Cockshutt travelling staff is out starting them.

The farmers in the Brandon district have been busy with their seeding for the past three weeks. Many of them have in over three hundred acres of wheat. All were delighted with the soaking rains and the subsequent snow that fell April 24th, 25th and 26th. With bright warm weather the crop will come along in fine shape.

Mr. J. C. B. Inkster, local manager of the Frost & Wood Co., recently left on a trip to Scotland. He will go to the Orkney Islands, the place of his birth. Mrs. Inkster accompanied him. We join with his many friends in wishing him a very pleasant and enjoyable trip. He will return to the Wheat City about the beginning of July.

The Manitoba Windmill & Pump Co., report business very active. They are continually making additions to their present plant and lines, and are working up a large and successful trade in pumps, windmills, and gasoline engines. They are getting into shape for the manufacture of the latter on a large scale, and with their facilities and equipment will be in an enviable position in respect to this business.

What the Treaty Means To Us.

By the recent trade treaty consummated between this country and France, Canada has an advantage in the markets of that country, in comparison with the manufacturers of the United States, of a difference in duty that is variously estimated to amount to as much as from $8.11 to $9.65 on a binder, from $4.21 to $5.79 on a reaper, and from $3.81 to $3.85 on a mower. Other lines of implements will be similarly affected. On castings our advantage amounts to 33⅓ per cent. and on steel parts it is 37½ per cent.

The tremendous import of this treaty, to manufacturers of this country in the above lines, is only fully realized when it is known what the volume of such business amounts to in France. In 1907 it is approximately estimated that there were absorbed by the farmers of France, 16,000 binders, 55,000 mowers, 10,000 reapers and a corresponding number of rakes, tedders, and other agricultural implements peculiar to the French trade, including several hundred thousand dollars worth of repair parts.

In the past the United States manufacturers have been successful in securing the largest proportion of this trade. All other countries, including both France itself and Canada, can account for just over 3,500 of the binders sold, 17,000 of the mowers and less than 1,900 of the reapers. This shows at a glance where the trade went, and also shows how serious the manufacturers across the line will be affected by the new Canadian French treaty.

Canadian competition has been admittedly the strongest offered the United States agricultural manufacturers in their efforts to capture the markets of the French Republic. With this additional incentive to buy from the builders of this country it should not be long ere our exportations into France should more than equal those of the States.

The past has seen the International Harvester Co., one of the largest shippers to France, exporting from their factories across the line. In the future it is altogether likely that they will build their goods and ship from their factories at Hamilton, Ont., to France. They will be compelled to do this in order to successfully compete with the Canadian concerns sending similar lines to the markets of France.

Central Business College

WINNIPEG, MAN.

Write for Catalogue.

Saskatchewan Should Follow Suit.

Owing to lack of space in our April issue we were unable to note the fact that the Government of Alberta had purchased the plant and equipment of the Bell Telephone Co., in that province. The price paid was $675,000 and it is generally conceded that those acting on behalf of the people of Alberta drove an excellent bargain with the company.

Now, in the language of the street, "It's up to Saskatchewan." From reports and rumors flying about it is altogether likely that the big central province will take similar action in respect to this important question. The sooner the better. Where any company secures a monopoly such as that enjoyed by the Bell Telephone Co., it is well, it is essential, that steps be taken to protect the people, and the best method of protection is responsible, reliable, public ownership of the monopoly.

Edmonton.

Mr. F. E. Hendershott, Chief of the Collections Department of the Sawyer and Massey Co., in the West, was a visitor to the city during the past month.

Mr. W. G. Hunt, Manager of the Alberta branch of the Massey-Harris Co., whose headquarters are at Calgary, was recently out on the Wetaskiwin line inspecting the various agencies of his company.

Mr. H. B. Hughes, implement dealer of Lavoy, Alta., was in town a short time ago. He was well pleased with prospects. In addition to his implement business he is operating a hardware store.

Mr. James Gould, of Wetaskiwin, Alta., who has been handling the Deering Division of the International Harvester Co., recently turned this over to Mr. Rix. In the future Mr. Gould will devote his energies to the sale of the products of the Cockshutt Plow Co.

Mr. John I. Mills, who is doing an automobile business here, recently brought in a car of the McLaughlin-Buick machines. He anticipates a very large trade this season and has thoroughly renovated his garage with this end in view.

Mr. James Mundy, of Mundy and Simonds, Leduc, Alta, was a visitor to the Capital recently. He reports a very favorable outlook for the coming season. It is expected that Mr. Mundy will purchase the interests of Mr. Simonds in a short time as the latter gentleman is retiring from the business.

Mr. J. F. Feurt, of the travelling staff of the Cockshutt Plow Co., who makes this city his headquarters, recently returned from a trip down the Wetaskiwin branch. He reported seeding operations as proceeding very rapidly and most satisfactorily. He is an enthusiast on engine gangs and was successful in booking orders for five of these outfits while out on this trip.

Mr. E. J. Ramsay, of the Sawyer and Massey Co., has taken charge of their interests in Northern Alberta. He will have his headquarters here. It is the intention of his company to push business along aggressive lines in future and in a manner that they hope will be more satisfactory to their patrons. The Sawyer and Massey goods are being handled in the Capital by the Bellamy Co.

Splendid weather for seeding has prevailed during the past month. A very large percentage of both wheat and oats have already been sown, and it is expected the whole crop will be in the ground early in May. If an early spring and good weather may be taken as an indication of a successful season then the conditions in the Edmonton district are conducive to everybody feeling in fine spirits over the prospects of a good year. Trade opened up well in all lines. It is not quite as large as it was last year, but very satisfactory in the face of past conditions. The large inflow of immigrants from across the line has resulted in considerable impetus to the sale of farm implements. The majority of these settlers have gone into the Pembina country, northwest of Edmonton.

"A smile is potential, magnetic, and dispels trouble."

"Brains without work and without good judgment are like dough without yeast."

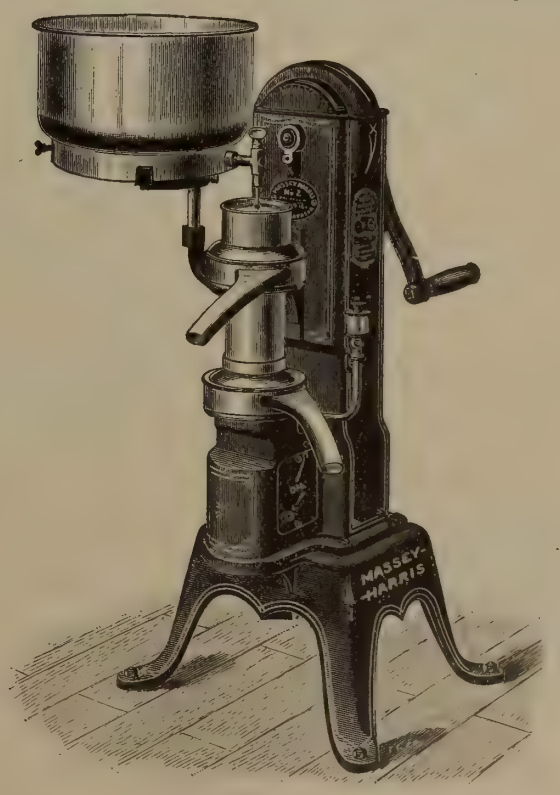
CLOSE SKIMMING

With hot or cold milk and when running a light or heavy cream is the

SECRET OF SUCCESS

of the

Massey-Harris Cream Separator



The Closest Skimmer Made

The Empire Way.

There is much to admire in the new catalogue issued by the Empire Cream Separator Co., of Toronto and Winnipeg. In the first place it is exquisitely got up from the standpoint of typographical workmanship. The cover is specially neat and attractive. It shows a number of heads of clover on a light ground. At the top is a star, the radiance of which throws the word "Empire" into a bold relief. Underneath this on each side are two circular panels, one showing a small pastoral scene with the head of a Jersey milker prominent in the foreground, the other showing a cut of their Empire No. 2B separator behind which stands an illustration of their factory. Inside one finds the statement that clover, cows, and the Empire separator make dollars for cow-owners, and when one has perused the balance of this work the assertion has more force at the end than it had at the beginning. The type work is done in green, each page containing neat little vignette cuts of one kind and another, while there are many illustrations of the three types of machines this firm manufacture; viz: the Improved Empire Frictionless, the Empire Star, and the Empire Disc. In addition there is much information concerning their Empire Steam Turbine for steam connections to be used for operating separators or machines of a like nature, while their 1½ and 3 h-p. Empire gasoline engines are not neglected, Dealers should write the company here and secure a copy of this catalogue.

Must Not Use Infringers' Machines.

Last year Judge Chas. W. Hough, of the United States Circuit Court for the Southern District of New York, handed down a decision in the case of the Empire Cream Separator Co., of Bloomfield N.J., and the Vermont Farm Machine Co., of Bellow Falls, Vt., against the catalogue house of Sears-Roebuck & Co., of Chicago, in connection with the latter's infringing on several patents controlled by the former parties, that is having a a far-reaching effect.

The suit was bitterly contested but the final outcome decided in favor of every claim presented by the manufacturers. The court ordered the mail-order house to make an accounting to the complainant companies, specifying the number of machines sold, at what price sold, to whom sold, the profit realized, and the damage caused complainants thereby. This accounting was for the purpose of reaching an equitable financial settlement in favor of the patent owners.

The point of most general interest in this case is the fact that under the law every individual user of an "Improved Economy" cream separator, the kind sold by Sears-Roebuck & Co., is individually liable to suit on the ground of infringement by use. In other words farmers who have bought these machines must either cease using them or make radical revision in the internal mechanism of the bowl. To show how serious the matter is we quote the following from the Des Moines Capital, of Des Moines, Iowa :-

IDA GROVE, IA., MARCH 25.—A great sensation was created here when between sixty and seventy farmers in Ida county received notice from the United States circuit court of appeals to the effect that the so-called Economy cream separator they had purchased of Sears, Roebuck & Company, had been declared an infringment and they were restrained from using the separator. The farmers who have received notice have consulted lawyers as to what they had better do and the lawyers advised them to break up and sell the old separators as old iron and then come to town and buy new ones. The mail order house has been restrained by the court from manufacturing and selling any more of the separators, and they were also forced to bring their books into court and show to whom they had sold the machines. The users are now being notified that they must not use them.

At Both Ends.

As the railroad train was stopping an old lady, not accustomed to travelling, hailed the passing conductor and asked:

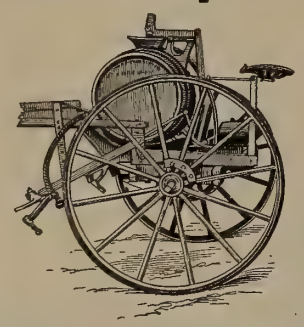
"Conductor, what door shall I get out by?"

"Either door, mum, this train stops at both ends."

ASPINWALL POTATO MACHINERY

Illustrated Catalogue and Booklet on Potato Culture Free.

Four Row Sprayer.



Cutters, Planters, Sprayers, Diggers, Sorters,

Stock carried in Winnipeg

The World's Largest Makers of Potato Machinery.

Address Head Office:

ASPINWALL MFG. CO.

404 SABIN ST., JACKSON, MICH., U.S.A.

Canadian Factory—
GUELPH, Ontario, Can.

Place your orders NOW for Spring delivery of

"Hero" Grain Separators

They are sold only through the Trade.

The "Hero" is the best grain separator on the market.

Every machine is built of the best materials procurable.

It excels in thoroughness of work and cleans oats from wheat perfectly.

No other cleaner can compare with the "Hero" for reliability and efficiency.

It gives satisfaction to every user and brings new business to every seller.

If you want the grain separator trade of your distri handle the "Hero."

Remember we protect you and give you the best Grain Cleaner offered the public.

Catalogues and full information on request

HERO MANUFACTURING CO. Ltd., Winnipeg.

U. S. CREAM SEPARATOR

ONCE SOLD USED ALWAYS SOLD USED

Rosendale, Wis., March 23, 1908.

We have used a United States Separator since 1893 (15 years) and it has always been perfectly satisfactory, and I never hesitate to recommend it to any one who contemplates the purchase of a separator.

We have always run ours with a bull in a tread power, and can recommend this way of running it.

CHARLES L. HILL Proprietor
Rosendale Guernsey Herd.

This is what (just one) satisfied user has to say after these many years of continual use.

You want to sell goods that satisfy; you want to sell an article for which there is a demand; then write to-day for our liberal terms to dealers, or our traveller will call and explain.

Distributing warehouses at: Chicago, Ill.; LaCrosse, Wis.; Minneapolis, Minn.; Kansas City, Mo.; Omaha, Neb.; Toledo, O.; Salt Lake City Utah; Denver, Colo.; San Francisco, Cal.; Spokane, Wash.; Portland, Ore.; Buffalo, N.Y.; Auburn, Me.; Montreal and Sherbrooke, Quebec; Winnipeg, Man.; Hamilton, Ont.; Calgary, Alta.

Address all correspondence to

VERMONT FARM MACHINE COMPANY
BELLOWS FALLS, VT.

Push your Separator Sales Now.

About three years ago the hand cream separator business in Western Canada was just getting onto its feet. Previous to that time it was not generally recognized as a part of the stock of every retail dealer in farm implements, the sale of these machines being largely in the hands of general store keepers and farmer agents.

Since that time a wonderful change has taken place. Almost every retail dealer is handling some one of the high grade separators, and there are very few men interested in the business that have not taken on this machine. But there are a few, and so we are compelled to again draw their attention to the profits they are neglecting to harvest.

It surely does not require that we should reiterate our oft-repeated statement and say that the hand cream separator is 'no longer an experiment' Every dealer must recognize the fact. There is no reason to doubt the ability of any of the high grade separators to do the work for which they are constructed. They are made for separating cream from milk and that task they perform.

The business of selling cream separators has gradually been taken out of the hands of general store keepers and farmer agents and transferred to the retail dealer where it legitimately belongs. The aim of the companies making these machines is to have them handled by the bona fide dealer, because they realize that a retail dealer of agricultural implements and farm machinery is the proper channel through which to market their goods, and because it is the most profitable and most desirable method of transacting their business. Naturally this condition has resulted in the business being put on a better basis both from the standpoint of the makers and the retail sellers.

The season is now here when the separator business is generally considered to be better than at almost any other time during the year, but it can be said of the cream separator that it is a farm necessity and there is an opportunity to sell it during every day of every month of the year. However in the spring the farmer is inclined to be more optimistic and readier to buy than he possibly is later on, and consequently every dealer should now be prepared to take advantage of the season and push the machine he is handling. Again would we urge every man who is not handling a separator to reform and become an agent for some high grade machine.

Suitable to All Dairies.

When the De Laval Separator Co., attempt anything they generally make a success of it, and they always do it right. These facts are impressed on the mind of anyone who closely scans their handsome 1908 catalogue. From the front reading page to the termination of the text every dealer will find something in this catalogue to interest him. A very heavy quality of book paper is used and the many brown tone and black tone illustrations are brought out to the very best advantage. All the title headings and initial letters are printed in sepia, and this gives each and every page a most pleasing appearance. There are many cuts of the Improved De Laval Separator, as well as a large number showing views of the company's factory. This firm's line includes several new styles and capacities of machines never offered the public heretofore and it is their boast that no matter how small or large the dairy is the De Laval Separator Co. has a machine suited for use in it. If you desire a copy of this catalogue address the company here.

Are You Interested?

If you are at all interested in hydraulic rams for pumping water "you will find it to your advantage" as a well-known Manitoba politican would say, to get in correspondence with the Ontario Wind Engine & Pump Co., who are Dominion Agents for the Rife Automatic Hydraulic Ram, built by the Rife Hydraulic Engine Manufacturing Co., of New York. They have a neat little catalogue which they will be pleased to send you on request, and you will find it full of valuable information in relation to this subject.

"The man who never makes any mistakes never makes anything else."

WHAT DOES THE

National Cream Separator

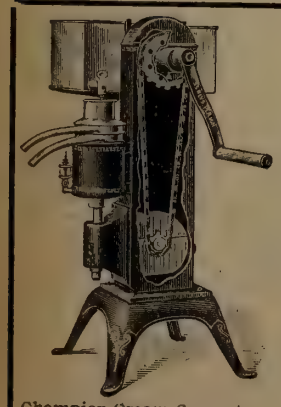
STAND FOR?

When you think of Cream Separators get the answer to the above question before you decide to buy. We can't tell you all it stands for in one advertisement; we will tell you all if you will send us a card with your address. This Separator is in a class by itself in (1) Clean Skimming; (2) Easy Turning; (3) Durability; (4) Easiness of Cleaning. It is guaranteed. Send for our free catalogue.

Raymond Manufacturing Co.

324-6 Smith Street WINNIPEG

Mauufacturers of the Celebrated Raymond Sewing Machines



Champion Cream Separator.

HIGH CRANK—LOW TANK

HERE'S A TRADE WINNER

CHAMPION CREAM SEPARATOR

The machine that has never been defeated in a contest.

Recommended by all Dairy Schools.

Write us for Dealers' Discounts and Catalogue.

TUDHOPE, ANDERSON & CO., Ltd.,

WINNIPEG, Man.

C. C. MACDONALD Factory Representative,

141 Bannatyne Ave. East, WINNIPEG.

A Million People

have bought De Laval Separators because they were better than others.

The 1908 De Laval Model

with its graceful outline, delightful simplicity, noiseless gear and great capacity has furnished one hundred and one additional reasons for the exclusive use of De Laval Separators by discriminating dairymen.

Ask for new 1908 catalog.

The De Laval Separator Co.

WINNIPEG

Montreal Vancouver

Regina.

Mr. Anderson of the Chatham Wagon Co., of Chatham, Ont., spent a couple of days in Regina recently.

Mr. L. M. Larson formly collection manager of the International Harvester Company at Grand Forks, N. D. has been transferred to this point in the same capacity. Mr. Larson is moving his family here early this month. Mr. J. Coburn from Chicago was here installing Mr. Larson.

In conversation with Mr. Geo. T. Forsyth, manager for the Massey-Harris Co., here, he stated that he had never seen the seed go in under more favorable conditions or on a better seed bed, and Mr. Forsyth's opinion is certainly worthy of consideration; being based on a long experience in this country. In 1883 he shipped a boat load of farm machinery from Winnipeg to Prince Albert, the journey taking three weeks. In 1884 he shipped implements to Edmonton and sold seventeen or eighteen binders there that year.

The annual meeting of the Regina Implement Dealers' Association was held on Friday, May 1st, at the King's hotel, Mr. P. Cooper, the president, in the cair. The Secretary Mr. D. J. Taylor presented the financial statement, which showed a balance of cash on hand. After some further business the election of the officers for the ensuing year was next taken up, and resulted as follows :— President, Mr. George Hinchley, Manager, Waterloo Mfg. Co. ; 1st vice-president, Mr. W. Perry Wells, General Agent, International Harvester Co. ; 2nd vice-president, Mr. D. A. Macdonald. Mr. D. J. Taylor, Manager of the Cockshutt Plow Co., was unaminously re-elected secretary-treasurer and the following executive was appointed : Mr. E. L. Tecktonius, Manager Nichols & Shepard Co. ; Mr. F. C. Rennebohm, Manager Gaar Scott Co. ; Mr. R. E. Mickleborough ; Mr. G. T. Forsyth, Manager Massey-Harris Co. ; Mr. H. W. Laird.

At the conclusion of business adjournment was made to the Grill Room at the King's where some twenty-five members of the Association with their guests sat down to a most sumptuous repast served in the best style of that famous hostelry. The retiring President Mr. P. Cooper occupied the chair and was supported by the newly elected President Mr. Geo. Hinchley with Mr W. Perry Wells, Mr. L. T. McDonald and Mr. D. J Taylor in the Vice Chairs. There were also present Messrs. Geo. T. Forsyth, H. W. Laird, E. L. Tecktonius, F. C. Rennebohm, J. B. Hinds, N. J. Rutledge, R. E. Mickleborough, H. H. Kohlman, A. B. Yager, Thos. Wilkinson, E. Haid, G. S. Peacock, C. W. C. Westaway, Jno. Donaldson, L. M. Larson, D. Thompson, J. F. Frame, J. H. Haslam, D. A. Macdonald, J. G. Scott, A. McDonald, H. Huffstodt, and H. C. Lawson.

After the toast of the King had been duly honoured the following impromptu list was gone through, and though each speaker started on an equal footing, namely that of being totally unprepared, there were some sound addresses given, interspersed with many bright sparks of wit.

The following is the toast list with the names of those who spoke in reply. Our Province : H. W. Laird and G. Hinchley ; Our City : Alderman L. T. McDonald, Alderman T. Wilkinson ; Our Protection : J. F. Frame; Our Collection Departments : L. M. Larson, A. B. Yager, J. B. Hinds; Our Sales Departments : W. Perry Wells, N. J. Rutledge, Geo. Forsyth, E. S. Tecktonius, D. J. Taylor; Our Retailers : D. A. McDonald, R. E. Mickleborough; Commercial Interests: J. H. Haslam, Jno. Donaldson; Press: H. C. Lawson; The Ladies : C. W. C. Westaway, H. H. Kohlman.

The evening broke up at an "early" hour after Mr. L. T. McDonald had moved a vote of thanks to the management of the King's Hotel for the excellent manner in which the catering had been attended to. This was acknowledged by Mr. J. H. Haslam in the absence of the manager.

Crop prospects were never better in this district than they are at present. Winter hung on well and even gave us a taste of her quality in the month of April, but when the fine weather set in it did not take long to get rid of the snow and put the land in splendid condition for seeding. In some districts this work commenced about April 9th, and everybody was hard at it by April 15th. The weather was fine and dry, very hot for the time of year, and with some very high winds which, though disagreeable, dried up the low spots. This weather continued up to April 23rd when it turned grey and drizzling and that night we had a very heavy rainfall. On April 25th. it turned to snow and we had a heavy fall that lasted from twelve to fourteen hours. It was very disagreeable until the 29th. when, after a heavy shower of rain, it cleared up and has been very favorable since.

In this immediate district it is safe to say that ninety per cent of the wheat was sown before the rain. The ground was in such splendid shape for seeding and the farmers were so wide awake to the importance of getting the crop in early, after their experience of last year, that as soon as the weather turned fine they set to work in earnest and sowed a large acreage in a very short time. In the Condie district which is one of the best districts contiguous to Regina all but two farmers had finished wheat sowing before the rain. One farmer had in 1,200 acres, another farmer put in 500 acres in nearly record time. They all say that the grain never went in on a better seed bed. Taking the whole Province of Saskatchewan I think it is a fair estimate to say that seventy-five per cent of the wheat was sown before the rain and snow.

Hartney.

Mr. Robert Hall paid our town a visit within the past month in the interests of the International Harvester Co.

Shore & Co., the well known dealers of this place, are making a strong bid for the trade in cream separators. They had a good business in drills and gang plows.

Mr. J. S. Irwin, of the travelling staff of the Canadian Fairbanks Co., was in town on business a short time ago visiting Mr. F. C. Moore, who does some business in their line here.

Mr. J. H. Hatch, has severed his connection as road manager with Scharff & Haley, and has joined the staff of the Massey-Harris Co. here in a like capacity. He will be succeeded in his former position by Mr. John McBurney.

Mr. George R. Stewart, Inspector of Agencies for the Massey-Harris Co , was in town recently visiting Mr. F. C. Moore, local agent for his firm. He was accompanied by Mr. W. S. Peters.

Mr. Ed. Hornibrook, the popular J. I. Case Co., traveller, spent a day or two in this district a short time ago rounding up prospects in company with Mr. W. J. Scharff, of Scharff & Haley, the local dealers, who represent them here.

Mr. F. C. Moore, the Massey-Harris Agent at this point, is pushing things along lively. He reports an increase in business, so far this season, six times greater than that of last year. He is looking forward to a large trade in harvesting machinery.

Scharff & Haley report a good spring business in all lines. They have contracted to handle J. I. Case Threshing Machine Co's. goods for 1908, as well as the products of the Chicago Airmoter Co. This firm does the bulk of the windmill trade in this district.

Our Foreign Trade Grows.

Canada's foreign trade grows at a marvellous rate. For the fiscal year ending with the last day of March the total trade of this country reached the record figure of $638,390,291, an increase over the twelve months of 1906-7 amounting to $25,818,940. The increase in the import trade was $18,008,940 greater than the previous year, totalling $358,373,685 ; while the export business showed an aggregate valuation of $280,016,606, or $7,810,000 of an increase in the year.

The customs revenue of the country jumped several notches reaching in returns $58,320,737, which is over $5,314,281 more than in 1906-7. Agricultural products show the biggest advance in domestic exports, totalling $66,069,939 as compared with $19,544,327 for the previous twelve months. Exports of manufactures totalled $28,507,124, being an increase for the year of $2,228,075. Exports of the mine $39,177,133, an increase of $3,030,993. Animal exports showed a great falling off, being only equal in value to $55,101,260 as compared with $67,877,104 for the previous year. Fisheries exports were almost the same as during the preceding season, amounting to $13,867,368. Exports of the forest totalled $44,170,470, a decrease of $1,652,702.

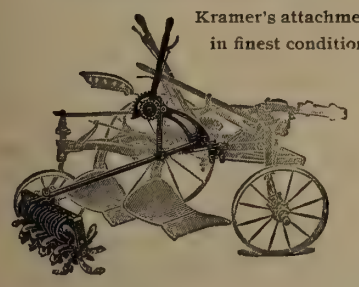
Our Language.

An intelligent foreigner is said to have expressed himself after the following fashion on the absurdities of the English language : When I discovered that I was quick, I was fast ; if I stood firm I was fast ; if I spent too freely I was fast, and not to eat was to fast. I was discouraged. But when I came across the sentence, "The first one won one $1 prize," I was tempted to give up English and learn some other language."

BRADSTREET'S

Established 1849 Capital and Surplus $1,500,000
Offices throughout the civilized world. Correspondence invited.
EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.
OFFICES IN CANADA—Halifax, N S., Montreal, Que., St. John, N.B., Hamilton, Ont. Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que , Vancouver, B C.
C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

TWO IN ONE HARROW AND PLOW



Kramer's attachment makes one job out of two, and gets the land in finest condition by harrowing when the soil is first turned up

KRAMER'S ROTARY HARROW PLOW ATTACHMENT

does the work perfectly. Regular rotary harrow which attaches to any gang or sulky plow. It levels, pulverizes and makes a mulch of the "moist soil," that is not possible after the ground dries and "sets." Draft only slightly heavier—you'll be surprised to see how little. Every farmer needs this great time and labor saver. Our proposition is of interest to the Dealer. Write for circular No. 26.

The E. M. KRAMER CO., Paxton, Illinois.

CANADIAN AIRMOTORS

are seasonable goods for you to handle

Now that Summer is here your customers have too much else to do to spend time pumping water for stock. Persuade them to have the work done by our **CANADIAN AIRMOTOR**—the strongest, simplest and lightest running windmill made. Thousands of farmers are proving their value as a time and money saver every day.

Our lines of **Pumps, Tanks, Gasoline Engines, Power Windmills, Well Drilling Machines, Empire Cream Separators, Lawn Swings,** are up-to-date.

GET OUR CATALOGUES AND PRICES

ONTARIO WIND ENGINE & PUMP CO. Limited,

WINNIPEG REGINA CALGARY

FAIRCHILD WAGONS

Have been thoroughly tested and tried by many thousands of farmers, and each year the sales have greatly increased.

THEY ARE

Light Running **Well Finished**

Attractive in Appearance

And made by thoroughly experienced Mechanics.

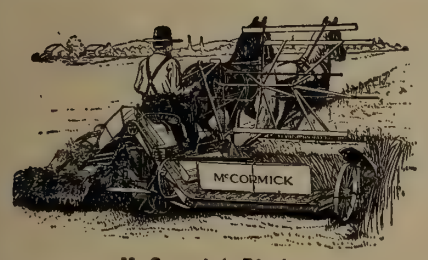
Each wagon is built of the very best materials throughout, every stick of which is perfectly air-dried. Our guarantee is back of them.

Write us **JOHN DEERE PLOW CO., LIMITED**

WINNIPEG REGINA CALGARY EDMONTON

McCORMICK

Farm Machines and Tillage Implements.



McCormick Binder

McCormick Mower

To-day there are more McCormick machines used than any other. What does this signify ? Simply that the builders have kept abreast with the times and are making machines that fill the requirements of modern farmers It is also significant of the fact that farmers are quick to grasp the points of McCormick supremacy.

Another thing about the McCormick line that appeals to Western Canadian farmers is that they know they are getting machines built specially for their country. Consider this feature in connection with the time-honored reliability of McCormick machines and you will readily agree that it is a mighty good proposition for you to sell the McCormick line to farmers in your locality. If you deal in the McCormick line you can supply farmers with the following machines and implements :

Disk drills, shoe drills, peg tooth harrows, spring tooth and disk harrows, scufflers, cultivators, binders, mowers, hay rakes, hay loaders, hay stackers, sweep rakes, gasoline engines, cream separators, hay presses, wagons, sleighs, manure spreaders and binder twine.

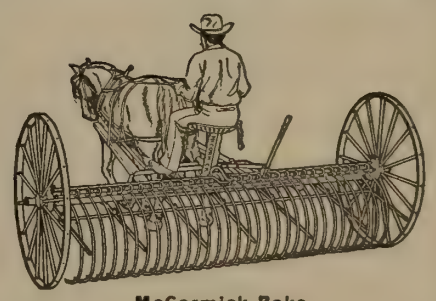
Write nearest branch house for prices and terms.

Western Canadian Branch Houses :

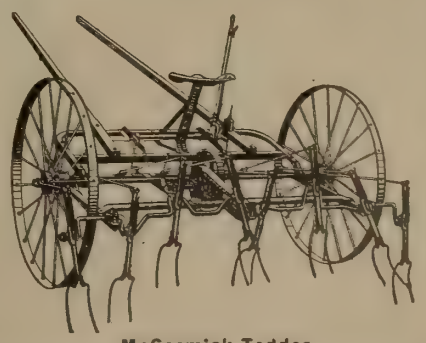
Calgary, Alta. Regina, Sask. Winnipeg, Man.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

CHICAGO Incorporated U.S.A.



McCormick Rake



McCormick Tedder

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published Monthly by
Canadian Farm Implements, Ltd.
F. D. BLAKELY, Manager
901-2 UNION BANK BUILDING,
WINNIPEG, - - CANADA
Telephone 518

SUBSCRIPTIONS
Fifty Cents per year. Single copies Five Cents
[Postage Paid Anywhere.]

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Change of Copy for Advertisements should reach this office not later than the 5th of each month.

CORRESPONDENCE
solicited from dealers, jobbers, general agents, travelling salesmen, manufacturers and others, on matters pertinent to the agricultural implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign name. This paper reserves the right to edit all matter submitted but does not undertake to endorse opinions expressed in its correspondence columns.

Member Western Canada Press Association.

Entered in Post Office at Winnipeg as second class matter.

WINNIPEG, CANADA

MAY, 1908.

Why Dealers' Associations Are Necessary.

"Is there any necessity for the formation of retail implement dealers' associations in Western Canada?" Recently this question fell from the lips of a member of the implement fraternity in our hearing. From our knowledge of the man we know that it was not prompted because of doubt as to the value of such organizations, but rather was hazarded to find out a few of the strong arguments that may be advanced by advocates in favor of them.

The question was pertinent and started us thinking. From our own experience we are well aware that there are many "doubting Thomases" in the implement and vehicle business, but it is a fact, though a remarkable one, that we have never met a dealer who was opposed to a retail implement and vehicle dealers' association. We have made enquiry of hundreds as to their opinion of such a body, and all have been most favorably inclined towards such an organization.

To-day there is a movement on looking towards the formation of dealers' associations in the West, therefore it is timely that Canadian Farm Implements endeavor to enumerate some of the things that make such bodies a necessity, and that we make an effort to remove any doubts that may exist in the minds of some of our readers concerning their value.

There is necessity for retail implement and vehicle dealers' associations, just as there was need for lumber dealers' and grain growers' organizations. Who will undertake to argue that these respective bodies have not been of immense benefit and usefulness to their members. At times they may have erred; all humanity, either as individuals or as a mass, are prone to weaknesses at moments. But for every error either of these bodies have made they have committed hundreds of actions that have brought profit and advantage to those forming them.

Who among you has not heard the loud and continual cry that the West must be redeemed from the evils of excessive credits? Is it not true that manufacturers and jobbers have been advocating this for some years? Is it not true that even the retail dealers have realized the need for reformation of credits? But what progress has been made towards this end despite all the agencies at work in favor of it. It is safe to say that more was done to bring about credit reform last fall, when the banks unitedly decided to reduce loans, than was done by any other means so far as the implement and vehicle business is concerned. The banks were united, and there was no deviation from the policy they decided to adopt, even though that policy crushed many not deserving of such a fate.

If there were strong dealers' associations in the West how different would be the conditions. Were the implement and vehicle men thoroughly organized it is no exaggeration to say that the excessive credit evil would be wiped out in a comparatively short time, and business made safer, more satisfactory and more profitable for the dealer, the jobber, and the manufacturer. In the solution of the credit problem alone one finds a prime reason for dealers' organizations in the West.

But that is not all. There is price cutting among competitors. Dealers' associations would bring harmony where to day there is bickering, bitterness, and lack of confidence. In doing so competitors would be brought into closer contact one with another, and soon peace would prevail. Every man would be brought to realize that he was in business for profit, and that his competitor was in a similar position. Great good could be accomplished in connection with this matter.

Then there is the vexed question of harvester repairing. If an association or associations were established in Western Canada this evil could be speedily remedied. If all dealers were firm on the proposition and stood for settlement for all repairs made on harvesters after the life of the guarantee, there would be a mighty change for trade betterment, and a great evil and a great source of injustice would be eliminated. Like result could be secured in respect to dealers accepting old machinery in trade.

Catalogue house competition, which is growing, could be more effectually fought, and many other objectionable features of the business utterly removed. But why go on. There are many other evils demanding reformation, and who among you will dispute the necessity for reforms in the few things mentioned.

Why should dealers remain skeptical of the values of an association? We believe that every man in the implement and vehicle business is fair-minded enough to give everything of any promised value a trial. If it fails to make good then is the time to register complaints, not before the thing has been tested. If every dealer joined such an organization, and worked for its success by giving it his support, there would be few complaints after a fair trial.

We are satisfied that the manufacturers and jobbers are not unfavorably disposed towards dealers' associations, Their aims are identical with those of the dealer, and they desire to see the business made as safe, as satisfactory and as profitable as possible. They realize that organization is necessary in these days, and they are not unwilling that those with whom they do business should lack its power of protection if they desire it. We believe the manufacturer or jobber who is conducting his business fairly and is ever ready to give dealers the "square deal" is not opposed to retail implement dealers' associations.

If you are approached to join such an organization, either by your competitor or anyone else, go into it. Give it your support, help to make it a success, and before long you will realize that you have taken a step you will never regret.

"A Fight, A Fight."

How many times in your boyhood days did you refuse to answer to the lusty shouts of "a fight, a fight?" In the blood of the great majority of men there is an inherent love of combat, and while years of judgment and discretion bring a discontinuance of the rough and ready scraps of schoolboy days, still in the hearts of all there is new joy when anything that smacks of a tussle comes within the range of vision.

Out in Saskatchewan our Popular Voting Contest is on in good earnest, though it has been declared off in Alberta and Manitoba owing to our not having received sufficient entries by the last day of April to warrant a competition. From the receipts of votes to hand it is evident that the fight in the big central province will be a hot one, for the contestants are now striving might and main for top place.

As announced in our last issue the following are the competitors: J. P. Murphy, Ontario Wind Engine & Pump Co.; Ed. Cahill, Wm. Gray & Sons Co.; Alex. Tait, Massey-Harris Co.; Wm. Bourke, Parlin & Orendorff Canadian Plow Co.; and H. H. Kohlman, John Deere Plow Co.

At this writing the Deere representative is leading by a wee bit. All month he has managed to keep slightly ahead of the others, but his margin now is less than it was two weeks ago. The Massey-Harris man is up to second place, having come in the last day of April with a batch of votes. Previous to our receipt of these, the first lot of subscriptions he has sent us, Mr. Tait was in the rear, and if he goes on at the rate he is going dealers can count on a lively finish. After holding second place for almost a month the P. & O. Canadian Plow Co., salesman was forced out, but he is not far behind, and its not unlikely that the order of standing will be reversed before the next report. The other two contestants stand tied, but either is liable to break loose any day now, and things will get livelier than ever.

Now that the competitions are off in Manitoba and Alberta we desire to emphazise the fact that the Contest permits any dealer living west of the Great Lakes in Canada voting for any travelling salesman competing in Saskatchewan. Now, get busy and vote. Do it early and often.

Between Readers and Publishers.

Like every publication, published because it stands for the interest of a class and behind the principles adopted by that class, Canadian Farm Implements has an aim. That aim is to make this paper of greater usefulness and value to the implement and vehicle dealers of Western Canada. Now it is always a live question as to how this can best be accomplished, and it is one that faces every publisher and those associated with him.

Primarily, to make a paper of value it is necessary to make it of such interest that its columns will be eagerly scanned as soon as it is taken out of the post office. Then it must contain anything and everything, from month to month, that will keep the trade posted on the movements of the big concerns in the implement and vehicle world, the latest methods of performing certain tasks, a resume of the general business situation in the various lines, and whatever other special features meet with the approval of readers.

All these things have been aimed at by the publishers of Canadian Farm Implements, and "many a time and oft" have we received letters of appreciation from dealers all over the Western country. All this serves to encourage the publishers, and to spur them on to greater things for the benefit of those they represent.

Nevertheless, there is one department of this paper that dealers have neglected. That is the department devoted to correspondence from readers of this journal. Few dealers have taken advantage of our repeated requests to write on some trade topic or other for the benefit of their fellow dealers. Again we extend this invitation, and again we urge dealers to take it up. Every man of you must have met with some condition in the trade that has been a source of worry and bother to you, you have found some method of overcoming a difficult task. Don't hesitate in giving your experience for the benefit of others.

And further to show that you appreciate the efforts of those behind this journal send in your subscription. You know the price is only fifty cents per year, and where do you get better value for your money in the publishing line than in a paper devoted to the things that interest you? It is the boast of Canadian Farm Implements that practically every man in the implement and vehicle business of Western Canada receives the paper regularly. We have some on our list who have not yet paid us their subscription for 1908. We know that this arises only through negligence, and not through any desire on the part of any member of the trade to get something for nothing. No implement man likes to have that trick worked on himself, and the Golden Rule should and undoubtedly does prevail in this case.

There are some dealers who have the impression that this paper is paid for and sent to them by some local jobber or manufacturer. Right here let us nail that question in your mind. No jobber or manufacturer pays, or has ever paid, for any dealer's subscription, and every member of the retail fraternity who has been receiving Canadian Farm Implements is indebted to the publishers only.

To raise our standard of value to you we ask you to write us on all topics of trade interest, and also, if you have not already done so, and you know whether you have or not, to send us your subscription. This is a small matter to you, but in the aggregate it means much to us. The postal authorities demand that we have a paid in advance list. Will you pay your subscription?

Our Popular Voting Contest

The Contestants and their standing

NAME	COMPANY	REMARKS
1. H. H. Kohlman	John Deere Plow Co.	In lead, very narrow margin.
2. Alexander Tait	Massey-Harris Co.	Close up, shows strength.
3. Wm. Bourke	Parlin & Orendorff Canadian Plow Co.	Third in line.
4. J. P. Murphy	Ontario Wind Engine and Pump Co.	TIED.
5. Ed. Cahill	Wm. Gray & Sons Co.	TIED.

Do Not Overlook These Lines.

Every season we endeavor to bring to the minds of our readers a few lines that they could undoubtedly handle with considerable profit, and with little or no trouble or loss of time. Many dealers are prone to think that their lines for sale are confined exclusively to tillage, seeding and harvesting machinery, and not a few conform to this idea.

Now this is not so. There are many lines outside of the regular implements and vehicles of the farm which every dealer is justly entitled to include in his stock, and it is as a reminder in this connection that this article is written.

Harness should be a legitimate part of the stock of every dealer. Throughout ths hundreds of small towns and villages that dot the prairies of the western provinces it is not, as a rule, profitable for a man to engage in the harness business solely. The result is that much of the trade has drifted into the hands of hardware merchants and general store keepers, whereas it should be in the hands of the implement and vehicle dealers.

A totally different line, from which the dealer could make a profit during seasons when there is little business doing in other goods, is the sewing machine. By pushing this saver of time and labor for the house-wife every dealer in making a few sales could reap excellent profits for himself.

Then there are a lot of other articles which men in the business frequently overlook. We refer to gasoline engines, truck scales, barn door hangers, harrow carts, incubators, churns, lawn mowers, lawn swings, ladders, feeding troughs, cattle stanchions, wood saws and innumerable other farm necessities. There is generally a market to be found for this class of goods and the dealer is losing good profits by not taking advantage of his opportunities.

It is not our desire to urge dealers to get overstocked. Not at all. There is neither profit nor pleasure in carrying a lot of various lines on hand for which there is no sale. But say from the above list a dealer selects a few good items and then goes after the business, creates a demand for them and sells them. Every dealer is the best judge of his own requirements but every dealer is not always acquainted with all the various articles which he might handle profitably, and this is specially the case in a country such as this where so many young and inexperienced men are continually getting into the business.

Personals.

Mr. H. W. Gorman has opened a business at Erskine, Alta.

Mr. E. J. Cleugh recently established an implement and vehicle business at Bethune, Sask.

Mr R. Dougall is a new member of the implement trade. He is doing business at Lyleton, Man.

Spalding and Renter have taken over the business of Wiens and Dyck at Lowe Farm, Man.

Mr. William Gemmill recently started in the implement and vehicle business at Pilot Mound, Man.

Smith and Cressman, dealers at Lashburn, Sask., recently sold to Mr. I. J. Carruthers.

The firm of Lutz and Whitehead, of Lemberg, Sask, are opening a branch at Fernwood, Sask.

Mr. G. D. McKersock has started selling implements and vehicles at Wawota, Sask.

Mr. C. R. Mollard bought out the implement and vehicle business of Mr. W. J. Nesbit, at Stonewall, Man., a short time ago.

Pannell Bros., recently took over the agricultural machinery and vehicle business of Mr. W. Prout, at Drinkwater, Sask.

Mr. R. C. Barager, recently decided to open an implement and vehicle business at Kisby, Sask., and no doubt is already after the trade,

Mr. Joseph Sparling, of Elm Creek, Man., has been succeeded by a joint stock company doing business under the name of Joseph Sparling and Co.

Out at Plumas, Man., another addition has been made to the implement fraternity. Mr. J. H. Farrell recently started a business there.

Mr. David Drehmer, Assistant General Manager of the John Deere Plow Co., here, recently left on a visit to the various branches of his company throughout the West.

Kelly and Warren, implement dealers at Fort Saskatchewan, Alta., recently dissolved partnership. Mr. Kelly will continue the business.

The firm of Guthrie and McMurchy, Reston, Man., recently underwent dissolution of partnership Mr. John McMurchy continues.

Carrick and Ormiston is the name of the firm that took over the business of R. N. Carrick, at Rocanville, Sask., during the past few weeks.

The business of D. F. Sinclair at Welwyn, Man., recently passed into the hands of a partnership,

doing business under the name of Sinclair and Gordon.

Mr. J. E. Ruby, Western Manager of the Frost & Wood Co., is making a trip West in the interest of his company.

Mr. W. D. Bently, Representative of the David Bradley Mfg. Co., of Bradley, Ill., recently returned from an extended trip to Edmonton, and other Western points.

Mr. F. J. Hewgill purchased the implement business of Mr. James E. Walker, at Rocanville, Sask. Mr, Walker will devote his attention exclusively to his lumber interests in future.

Mr. H. W. Hutchinson, General Manager of the John Deere Plow Co., recently visited Minneapolis, Chicago, and Moline, on a business trip in the interests of his company. He was absent from his desk about a week.

Mr. T. F. Simpson, of the Mechanical Department of the Verity Plow Co., of Brantford, Ont., is in the West at the present time investigating conditions in connection with the products of his company. He is expected to return home about the middle of May.

Mr. J. J. Owens, President of the J. L. Owens Co., of Minneapolis, Minn., the big manufacturers of grain cleaning machinery was up to Winnipeg for a few days since our last issue went into the hands of the trade. Mr. Owens is as optimistic as ever, and well satisfied with his season's trade in Western Canada.

Mr. W. A. Lamont who has been conducting a general store and implement business at Stockholm, Sask., recently disposed of the former and will now bend his entire energies in the interests of his implement and vehicle establishment.

Mr. Charles Buckborough, well-known as a popular implement and vehicle dealer at Wellwood, Man., recently sold out his business to Mr. J. Marshall. What Mr. Buckborough will pursue in the future is not known. His successor will hunt the elusive farmer for a share of his business.

Mr. Percy Verity, Mechanical Superintendent of the Verity Plow Co., of Brantford, Ont., was in the West on a visit to the various Western branches of the Massey-Harris Co., during the past couple of weeks. He is looking forward to an excellent season and is confident that trade will assume large proportions before the end of the year.

Mr. D. B. Macleod, better known as "Dan", and one of the best known thresherman in the West, has been appointed representative of the M. Rumely Co., of La Porte, Ind., in Western Canada. His wide experience, his knowledge of the country and the conditions, and his unfailing fund of humor should prove valuable assets for his new employers. Mr. Macleod was previously with the North-West Thresher Co., and prior to that with the J. I. Case T. M. Co.

The Dain Mfg. Co., of Ottumwa, Iowa, recently incorporated under the laws of this country with a capitalization of $200,000 fully paid up. The name of this concern will be the Canadian Dain Manufacturing Co., but it is not yet definitely known where they will locate their factory which they purpose erecting in order to take care of this trade. Their goods are handled in Western Canada by the John Deere Plow Co.

The plant of Whitman & Barnes Co., of St. Catherines, Ont, was completely destroyed by fire during the past month. It is understood that the company only carried partial insurance. In view of the fact that over $40,000 was spent in improvements during the past year, in order to keep up with the increase in the business, the loss is much more serious than it otherwise would be. Just whether the plant will be re-built is not definitely known. All unfilled orders will be attended to from the factories of the company in the United States.

Mr. S. B. Hart, President of the Hart Grain Weigher Co., Peoria, Ill., was in town in connection with his firm's interests since our last issue went into the hands of our readers. He is reported to have stated that there is a satisfactory outlook for the coming season. The plant of his firm was destroyed by fire on March 7th, but arrangements were immediately made for new quarters and machinery essential for the turning out of this season's supply of weighers, and they are after business as vigorously as ever.

Mr. H. C. Nunn, Accountant for the Ontario Wind Engine and Pump Co., here, is compelled, owing to ill health, to seek a change of climate and outdoor work. Accordingly he is going out to Alberta with a surveying party, with whom he will spend the summer months. It is expected that he will return to his position here about the commencement of fall. No one will be appointed in his place in the meantime. We know Mr. Nunn has stuck to his desk very closely during the past year and a half, and we sincerely hope that he will find the change benefical and that he will return to his old post thoroughly recovered.

Mr. E. H. Mayne, of the implement firm of Mayne Bros., at Pilot Mound, Man., was in the city on business during the past month. It was our pleasure to have a long conversation with him regarding conditions, past and present, in his district. He stated that things were looking very bright for a successful season, and that most of the business was being conducted on a safe basis. Mr. Mayne is another enthusiast for an association for retail implement dealers, and he knows and recognizes the value for such an organization. Before returning home he visited Grand Forks, N. D., on a matter of importance to his firm. Come again, Brother Mayne.

Mr. R. O. Bright, Assistant Manager of the Racine-Sattley Co., at Minneapolis, Minn. was up here in conection with some goods his firm have had in storage here for some time. These goods were brought in by the old Imperial Implement Co., but their sale was never pushed, with the result that they lay in storage here for many months. It is understood that Mr. Bright was successful in his efforts to have them disposed of. They included disc harrows, and walking, sulky, and gang plows. Mr. Bright was well pleased with Winnipeg as a city, and surprised at its size and sbustantial appearance. Questioned as to whether his company intended entering this field for business he had nothing to say, merely assuring us that when such a step was decided upon there would be no delay in placing the trade in possession of the facts through this publication.

Mr. W. E. Farquhar, Vice-President of the A B. Farquhar Co., of York. Pa., was in the city recently calling on Mr. A. C. McRae, who handles their Hallock potato digger in Western Canada. Before leaving the West Mr. Farquhar went up to Portage la Prairie to call on the Hart-Parr Co. His company are engaged extensively in the manufacture of threshing engines and separators, as well as many other lines of agricultural implements. One of their speci-

WANTED: — By a Winnipeg Jobbing House, an Experienced Implement Traveller.

State Experience and Territory covered.

All applications will be considered strictly confidential

Apply "Traveller"

CANADIAN FARM IMPLEMENTS,
901 UNION BANK BUILDING,
WINNIPEG, MAN.

WANTED: First Class Salesman. Capable of taking charge, if necessary, of organization and collection work of large Implement Company.

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Plows, Harrows, Planters, Listers, Drills, Cultivators, Stalk Cutters, Potato Diggers, Garden Tools, Beet Implements, Carts, Etc.

Over **1400** Different Styles and Sizes, Singly and Collectively the Largest and Best Line of Implements Made in Any Single Factory in America. Backed by an **Unqualified Guarantee,** and for Two-Thirds of a Century

The World's Best

We Want Your Business We have the Quality and the Prices are Right. Do you want our Catalog? It fully describes and illustrates a line of unequalled excellence, noted everywhere for strength and simplicity, the leadership of which is attested by the fact that nearly all of our implements have been imitated in every part of the country.

"P & O" Represents a combination of **Knowledge, Experience and Judgment** never excelled in the implement business. **P & O** when seen on an agricultural implement guarantees it as the very highest type of mechanical art in the building of farm machinery.

PARLIN & ORENDORFF CO.

Largest and Oldest Permanently Established Plow Factory on Earth.

ADDRESS **P & O** AT EITHER

CANTON, ILLINOIS

St. Louis	Dallas	Portland
Kansas City	Minneapolis	Spokane
Omaha	Denver	Winnipeg

alties in the threshing line is a little separator specially adapted for use with gasoline traction or small steam portable engines, and it is altogether likely that Mr. Farquhar will make arrangements with some concern for handling these in Western Canada before he returns to York. It was, we understand, his first visit to Winnipeg and he was agreeably surprised at the big, substantial, fine appearing city we have here.

Mills and Co., recently started in the implement and vehicle busines, at Dauphin, Man.

It is reported that Mr. Alex McLean of Gilbert Plains, Man., is giving up business.

Mr. C. R. Smith has opened up an implement and vehicle business at Minnedosa, Man.

Mr. Russell Smith is the name of a new dealer at Strathclair, Man.

Smith and Young are partners in a new implement business at Elstow, Sask.

Kinneard and Howie have just started in the implement and vehicle business at Nokomis, Sask.

Fillion and Turcotte is the name of a new company that recently started in the agricultural implement and vehicle business at Viscount, Sask.

Mr. N. E. Eby, of Didsbury, Alta., has sold out his implement business. The name of the purchaser could not be secured at this writing.

We regret to learn that Mr. W. C. Ribchester, carriage dealer of Edmonton, recently suffered by fire. We are pleased to note, however, that he carried a good line of insurance—It pays.

A New Engine Catalogue.

In getting up a catalogue it is ever the aim of manufacturers to introduce new features, and other innovations that will attract. This the Charles A. Stickney Co., of St. Paul, makers of the well known line of Stickney Gasoline Engines, handled in Western Canada by the Ontario Wind Engine & Pump Co., have been remarkably successful in doing. They have just issued a new catalogue, and it is well worth the careful perusal of all interested in internal combustion engines. Copies can be secured by writing the representatives of the Stickney people at Winnipeg.

This Country Wants Farmers first

It must be encouraging to the optimist and correspondingly disgruntling to the pessimist to contemplate the rate at which the tide of immigration is flowing into the boundless prairies of Western Canada. Every paper one picks up has some report of new arrivals, especially into the provinces of Alberta and Saskatchewan. This condition has materially improved the trade situation, and dealers everywhere are becoming enthusiastic about prospects for the season of 1908.

This immigration problem is one of mighty import to the people of Canada, and there is cause to wonder whether or not there is a full realization of their responsibilities in respect to it. During the present session some debate has taken place in the House of Commons at Ottawa on the matter of the desirability of certain classes of people coming into Canada from abroad.

It has always been our own opinion that this country, particularly Western Canada, needs all the settlers that can be induced to come here. With this conviction comes another which is to the effect that it is our strong belief that only settlers of the most desirable class should be sought. It is not necessary that they be of one race, one tongue, or one creed; but it is desirable that they should be agriculturists rather than artisans, that they have brains and brawn rather than aristocratic lineage, and that the prospective settler with these qualifications and some capital be canvassed more vigorously to come to this country than the destitute man who has a mind to locate in Canada.

Today this country offers the greatest opportunities in the world for the man prepared to go and delve the wealth from the land. There is no limit to the magnificent chances that are here for the man willing and ready to embrace them. The country is crying out for farmers, and for years to come it will continue to demand and secure them. The energies of Canada's immigration authorities should be bent towards securing men for settlers who are willing to go onto the land. Develop this feature of our national growth and there will spring up plenty of cities and towns, and the artisans will find it profitable to be here.

The main thing is to get the desirable man and then get him out farming.

"BROCKVILLE CARRIAGES"

"Canada's Standard"

Made by **Canada Carriage Company,** Brockville, Ontario.

"WE LEAD, OTHERS FOLLOW"

Our Vehicles have distinctive features of their own

Family Surrey—No. 91

This fact, together with the Material used and perfect construction, is what makes our goods easy to sell, and has given us the reputation we enjoy.

We show here but two of our 150 styles of vehicles. Every one is an outstanding leader of the kind.

Physician's Stanhope—No. 89.

JOHN DEERE PLOW COMPANY, LIMITED,

WINNIPEG REGINA CALGARY EDMONTON

CATALOGUES AND HANGER ON APPLICATION.

Cut of the Machinery Display at the Winnipeg Industrial Exhibition of 1907.

Calgary.

Mr. H. A. Dunn, manager of the John Deere Plow Co. spent some time lately at Northern points.

Mr. W. E. Hall, of the Frost & Wood Co., was a visitor in Winnipeg early in May.

Mr. A. W. Trickey, office manager of the Massey Harris Co. here spent a few days visiting points on the South line a short time age.

Mr. E. M. McCammon, manager of J. I. Case Co., has also been one of the Calgary visitors to outside agencies the past month.

Mr. J. A. Brookbank, manager of the International Harvester Co., visited agencies at Lacombe and Stettler recently.

Mr. J. F. Jones of Chicago, the Canadian Division Manager for the International Harvester Co., visited the local branch the last week in April and first in May.

Mr. A. Stillman, of the cream separator section of the Massey-Harris Co. in Ontario has joined the Alberta staff of the same company.

Mr. A. J. Barton, formerly of the Imperial Life Assurance Co. has joined the travelling staff of the Massey-Harris Co., his headquarters being Calgary.

Mr. E. A. Mott, Western manager of the Cockshutt Plow Co., Winnipeg, spent a few days in Calgary with the local branch during the past month.

Mr. H. S. Hamilton, who represented the Massey-Harris Co. at Stettler, has been transferred to Edmonton, where he will take charge of a block for the same company.

Mr. P. E. Verity, superintendent of the Verity Plow Works at Brantford spent a few weeks in Alberta the past month, visiting for a considerable time at Calgary and Edmonton.

Congratulations were due Mr. H. W. White on the 1st of May, that being the 36th anniversary of his marriage. Mr. White is one of the old time implement men of Manitoba and the west.

Mr. J. P. Minhinnick, general agent for the Frost & Wood Co., has been visiting most of the company's agencies in Central and Southern Alberta during the past month.

Mr. J. S. Hyndman, assistant manager of the International Harvester Co. here spent a good deal of his time visiting the agencies in this territories and in getting acquainted with their various dealers since his arrival here in March.

Mr. O. S. Chapin, of the Chapin Co , returned from a visit to points on the Wetaskiwin branch about May 1st. O. S. has had quite a time recently learning to run his new four passenger Cadillac automobile. He can now miss most of the ditches and telegraph posts.

The building occupied by the John Deere Plow Co. is being enlarged very considerably to answer the needs of the company's business. The structure will be extended back to the spur track and increased two storeys high, so that when completed they will have one of the best warehouses in the west.

The grand lodge of the U. C. T. meets in Calgary on June 8th and 9th and the local lodge is making preparations for the gathering to be one of the events of the year. It is expected that in the neighborhood of 500 guests will be present and it should prove one of the best advertisements Alberta and Western Canada has received in a long time. Further particulars will appear later.

The regular monthly meeting of the Alberta Wholesale Implement and Carriage Dealers' Association was held at ihe Dominion hotel on Saturday evening, May 2nd. Nearly all the members were present and in addition two new members were elected. Mr. P. E. Verity, superintendent of Verity Plow Works was a visitor at the meeting with Mr. W. G. Hunt, Manager of the Massey-Harris Co.

Mr. W. G. Hunt, Manager of the Massey-Harris Co., spent some days visiting points in Southern Alberta, the latter part of April. He also made a trip over the Wetaskiwin Branch to Hardisty and drove from that point back as far as Camrose. He was greatly pleased with the vast improvement in that section of the province. This country is rapidly settling up and prosperous farm buildings now stand where only two or three years ago was bald prairie.

Conditions in Alberta during the past month have been ideal. The weather could not be improved upon and seeding has been completed without an interruption, being weeks ahead of last year. Two or three days rain and snow the last week in April supplied the necessary moisture and as the weather has since become quite warm, growth is exceptionally good. Fall wheat at the present time is as far advanced as at four weeks later last year and is looking in excellent condition. Business has been good and money appears easier, this being indicated by the volume of cash sales and the improvement in collections.

The Little Lawyer Man.

It was a little lawyer man
Who softly blushed as he began
Her poor, dear husband's will to scan.

He smiled, while thinking of his fee,
Then said to her so tenderly,
"You have a nice fat legacy."

And when, next day, he lay in bed
With bandages upon his head,
He wondered what on earth he said.

Windmills

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Have you our quotations on

Pumps, Tubular Well Cylinders and Valves

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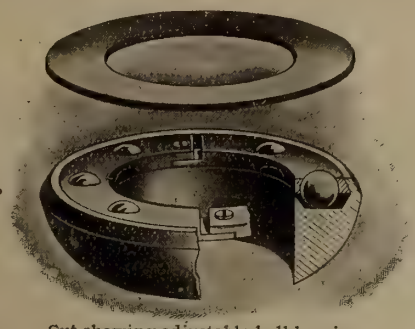


Cut showing adjustable ball-bearing turntable on our mill.

We have a Full Supply of Tubular Well Goods.

OUR WINDMILL IS WINDMILL PERFECTION

Compact — Strong — Reliable — Efficient — Easy Running

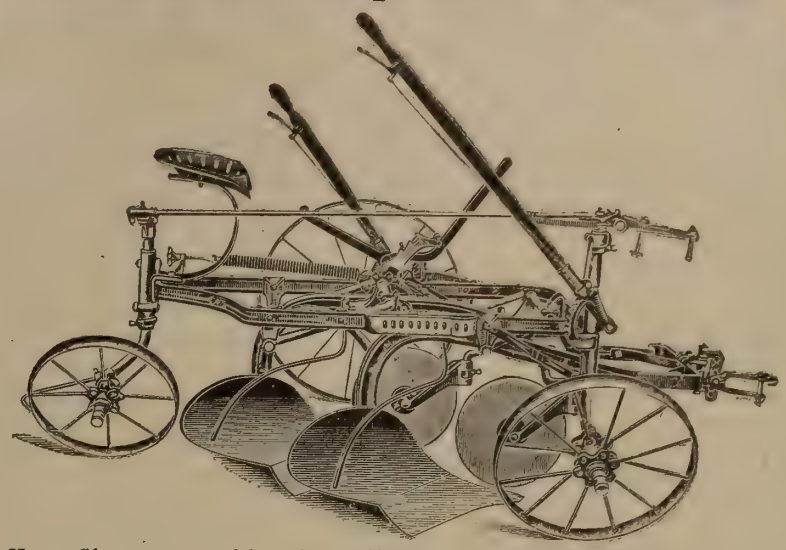
Some Points: No weight on main shaft. Gears cannot crowd, lock or cut. No noise. No side draft. No friction on pump rod. Self governing. No small parts to break. Protected ball-bearing turntable. Absolute simplicity.

Get our Prices and Catalogue.

Regina Windmill and Pump Co. Limited

REGINA Box 569 SASK.

New Eclipse Plows



Heavy Shares count with a plow. The shares on New Eclipse Plows are heavier than any others.

This also applies to the landsides. They are made extra heavy of the best grade of steel.

Think again of the high lift on New Eclipse Plows. Also, that you can turn equally well right or left.

There is no cast iron used on the New Eclipse. Every part that is not steel is heavy malleable iron—strong enough to stand all strains.

Remember—the frame is guaranteed not to bend or break.

The Perfection of all Riding Plows

MADE BY

FULLER & JOHNSON MFG. CO.,

MADISON, WIS.

The Stewart-Nelson Co., Ltd.

General Agents Winnipeg.

FLORENCE WOOD PUMPS

Last longer and serve the Western farmer better than any other kind. The Cylinders are porcelain lined, and these linings when examined after years of use, show scarcely any wear.

Frost plugs are fitted to every pump, and every pump and tube is thoroughly tested under 60lbs. of steam pressure before it leaves the factory.

Write us to-day for particulars of these pumps and Melotte Cream Separators.

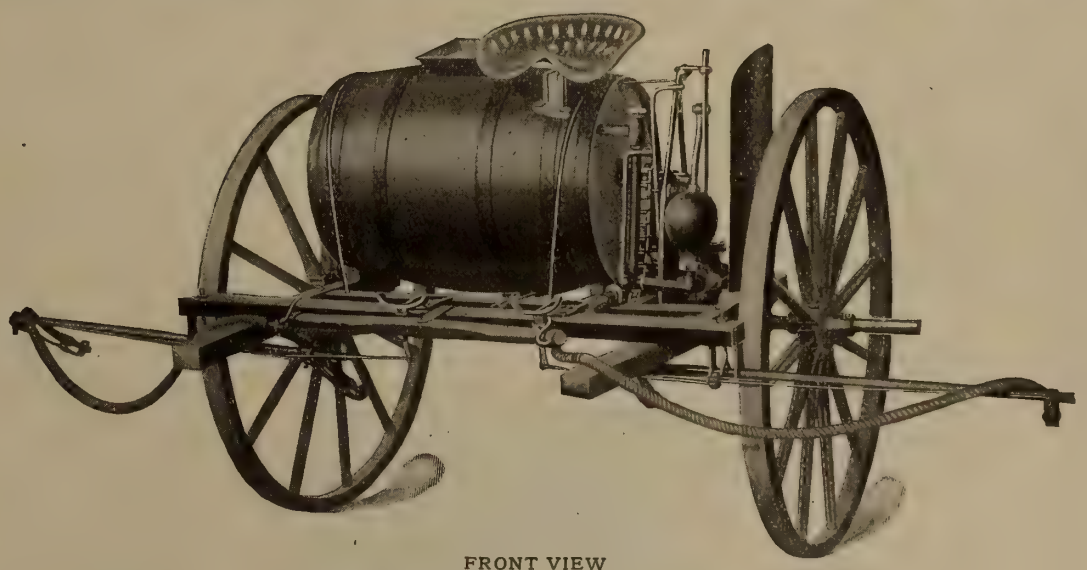
Melotte Cream Separator Co.

WINNIPEG LIMITED CALGARY

W. ANTLIFF, Manager.

Agents for Ideal Gasoline Engines.

THE NEW SPLITTSTOSER SPRAYER



FRONT VIEW

The Simplest Sprayer Built. Sprays four rows at a time.

The New Splittstoser Sprayer is equipped with a double acting, brass-lined pump. Brass Piston, with reinforced steel centre, brass stuffing nut and drain plug.

The New Splittstoser Sprayer permits the operator to control the nozzles or sprays with foot.

The New Splittstoser Sprayer is mounted on wheels adjustable from 28 to 36 inches.

The New Splitstoser Sprayer frame is entirely of steel. Shafts are removable when not in use.

For full particulars and prices write:

JOHN DEERE PLOW COMPANY, LTD.

Winnipeg Regina Calgary Edmonton

Moved to Down Town Quarters.

One of the latest moves made in local implement circles is the establishment by the Stewart-Nelson Co., of a down town office and showroom. For some months past this firm have been considering the advisability of such a step, and it is one that undoubtedly will be appreciated by members of the implement and vehicle fraternity who make it a practice to visit Winnipeg for the purpose of inspecting stocks, etc. The new quarters of the company are located at 128 Princess Street, just close to William Avenue. Here they have two flats and the basement of a commodious and well-lighted building. The basement will be used for storing repair parts of all kinds. On the ground floor will be displayed the various lines of plows, harrows, cultivators, binders, wagons, and other lines that will be handled under the new arrangement, but we'll come to that in a minute. On the upper flat will be a showroom for buggies and carriages, the front portion of this floor being devoted to office quarters. There is a private street entrance to this floor.

In making the change the company have concluded arrangements with Mr. William Eddie, who was for so many years in charge of the local retail business of the Massey-Harris Co., and who is well and widely known throughout this district, to open a wareroom for retail trade. Apart from the regular lines handled by the Stewart-Nelson Co., which include the popular New Eclipse plows, Wilkinson wagons, and Barrie carriages, the company has secured the agency in the Winnipeg district for the Deering Division of the International Harvester Company.

At their new quarters the Stewart-Nelson Co., will carry a complete stock of repairs for their various lines, so that orders for parts can be forwarded dealers without loss of time. Mr. P. W. L. Briar, manager of the company informed us that his firm would be glad to receive calls from all dealers visiting Winnipeg. Don't forget their new address 128 Princess Street.

Look It Up.

"The name tells a true story," has been the slogan of the American Seeding-Machine Co., in connection with their Superior disc harrow and cultivator on wheels, since its invention and from all accounts the statement is perfectly accurate and correct. The company report a large demand for this implement this year, and inform us that its popularity is growing continually. Mr. S. S. Bean, their manager here, or any of their other representatives will be pleased to furnish literature concerning its merits to any dealer desiring same. Look up their advertisement in this issue and you will get a better idea of this machine than we are able to give you in the limited space at our disposal.

"Special Deliveries" or "Showings."

Have you ever held, what for want of a better or more appropriate name has been termed a "special deliveries" day? Across the line this was a very popular innovation in days gone by, but the last few years has witnessed its falling off almost entirely, and it is now the exception rather than the rule. As we read our exchanges from month to month we find reports of dealers following this old plan and securing successful results by its adoption.

To get back to the starting of "special deliveries" days one harks back to the time when competition in binders and other harvesting machinery was a good deal keener than it is now. Back to the time when there were six or seven concerns in the field making binders, all of them fighting strenuously for the trade. Whose the innovation was history does not record, but that it had a remarkable vogue is undisputed.

When a dealer held a "special deliveries" day it was virtually a general holiday for the townspeople and farmers all over the district adjacent to the town. All goods ordered were held by the dealer to this particular day, when all the purchasers were requested to call at the warehouse and get their different machines. The event was thoroughly advertised, invitations were sent out to all the farmers in the district adjacent to the town requesting their presence, and if the dealer was more than ordinarily enterprising a brass band would be engaged to parade the streets or refreshments would be served during the day.

It is needless to say that usually there were large turnouts. Farmers who had never done business with the dealer would be specially looked after, and every possible step taken in order to insure his giving that particular dealer a share of his trade in the future. The public delivery influenced many of the farmers to this end, while the dealer had the advantage of selling additional goods on that day to parties requiring them.

Farm Implement News, a journal that has reported possibly more of these events than any other implement trade journal, has the following to say concerning them. "A special delivery is of no advertising value to a dealer unless it is witnessed by farmers who have not purchased the machines they require for the coming season. To secure their attendance upon the event the special delivery itself must be advertised. We advise the use of space in the local papers, the publishers of which will gladly publish advance reading notices of the event for the dealer who has bought advertising space. Supplementing this with a few hundred circulars the dealer will reach farmers who might not see the papers. By way of suggestion we offer the following copy of a letter sent out by a dealer on the occasion of a harvesting machine delivery some years ago."

This is the circular: "Dear Sir, You will doubtless be interested in an event which will take place in this town Saturday, June .., when I will deliver at one time machines to the number of fifty consisting of .... binders, mowers and rakes, which I have already sold this season.

"This will be a gala day. All of the purchasers of the above machines will assemble at my store, receive their machines and then form their wagons in a line for a parade which will be headed by the ..... band. Many of the wagons will be gaily decorated and the sight will be one well worth seeing. Free luncheon will be served to all visitors at my store. You and the other members of your family are cordially invited to come."

How about giving this proposition a trial in your town, Mr. Dealer of Western Canada? The plan is worth consideration, and if your orders are sufficient to warrant an imposing showing by being delivered all on one day and there are farmers in many districts from whom you are not getting business, it is worth a trial. We shall be glad to have readers write us their opinion on this subject.

Peter's Double-Cylinder Force Pumps

A five year old child can operate them in soft. wells.

The Best for Hand Use—because they work just twice as easy as the ordinary pump; one Plunger Rod balances the other

The Best for Windmill—because they discharge just double as much water as the ordinary pump; this saves 50% wear on **Pump** and **Windmill.**

The Best for Gas Engine — because the power required for this Pump is equally divided, making it much easier for the engine, and less wear.

The Best for Farm Purposes—because with **Hose** attached it may be used to many advantages.

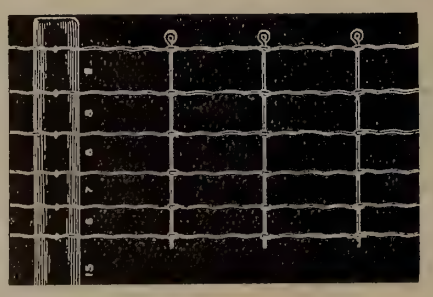
The Best for House Wells — because with **Hose** attached it is a regular Fire Department

The Best for all Purposes — because it is easy to operate, discharges a steady stream, **Durable, Simple,** and **Always Ready.**

THE WORLD'S
BEST PUMP
Made in Three Sizes.

2½-in. Double Cylinders for 1-inch pipe.
3-in Double Cylinders for 1¼-inch pipe
3½-in. Double Cylinders for 1½-in. pipe.

Write at once to
PARLIN & ORENDORFF CANADIAN PLOW CO.
Winnipeg, Manitoba.



Your Customers will come back for MORE!

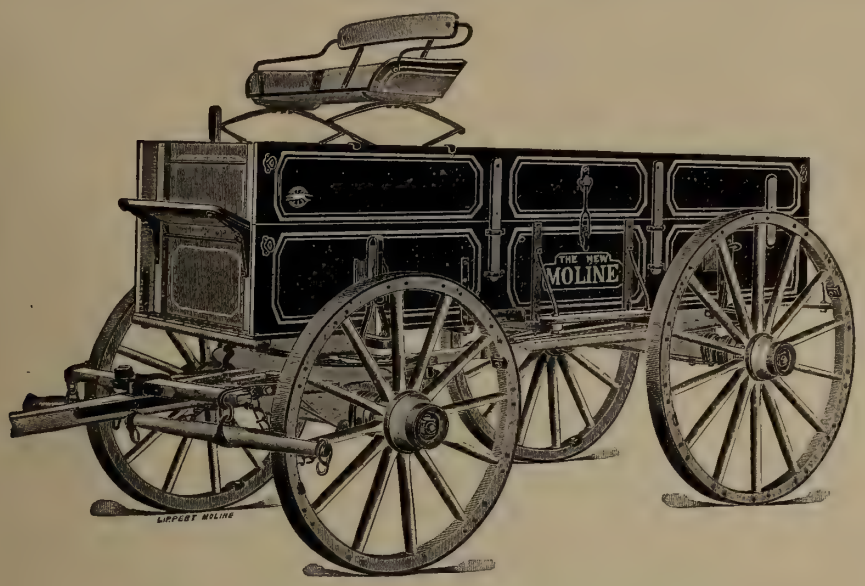
Strength and Durability combined with reasonable prices make the **"LONDON FENCE"** and **"LONDON GATES"** the easiest for the Dealer to sell and the Best for the farmer to buy.

Don't lose any time. Send for our prices and catalogue TO-DAY.

LONDON FENCE Ltd.
PORTAGE LA PRAIRIE, Man.

THE NEW MOLINE

The Leading Wagon in North-West Canada



WOODSTOCK, IRONING, FINISH,

The "best" that money and skilled labor can produce.

Handsome catalogue describing its construction mailed on application

JOHN DEERE PLOW COMPANY, LTD.

Winnipeg *Regina* *Calgary* *Edmonton*

WINNIPEG
Industrial Exhibition

JULY 11-17th, 1908

The First Light Agricultural Motor Plowing Competition in Canada

Makers of Machines from ENGLAND, UNITED STATES and CANADA entered in this Contest. The largest and best display of Agricultural Machinery in the West.

ENGAGEMENT EXTRAORDINARY OF THE WORLD'S-RENOWNED BANDS

Innes Band and 91st Highlanders' Band

BAND COMPETITIONS OPEN TO THE WEST

Applications for space should be made at once.

ENTRIES CLOSE JUNE 30th.

A. A. ANDREWS, President. W. SANFORD EVANS, Vice-President. A. W. BELL, Manager and Secretary.

Dry Rot in Business Houses.

Who among our readers has not frequently seen a magnificent tree standing in a prominent place, either in the town or village or some spot through the country? Deep-rooted and strong, it appeared to offer defiance to the fury of the elements, and all who passed it were prone to point it out as the very embodiment of stability and strength.

But one day a severe storm comes up and a sudden gust of wind strikes this tree at a vulnerable part and it soon lies a splintered wreck upon the ground, all its handsome and solid appearance gone for nothing, all its bravery vanished, and its hollow shell but a mockery of what it pretended. Then the passer-by is wont to shake his head, look wise, and observe:—"Another case of dry rot."

Such a condition is not confined solely to the forest tree. Occasionally it is to be found in business houses. One day we may have before our eyes a large company, with every appearance of prosperity on it. Tomorrow it may have succumbed to the tempest of the commercial sea. And then men will say: "I told you so; simply another case of dry rot."

What is the greatest source of dry rot in modern business life? Overconservatism. That's it. The following of a policy that has been successful in the past, the sticking by a method of doing business that was profitable in other years. Every business man must realize that conditions change with succeeding seasons and a way of getting results that was successful in one period of time is not bound to be profitable all the time.

When a rut is started it will run deep if the course of the wheel is not changed. So in the transaction of commercial and industrial affairs. If a man allows an antiquated system to be continued because it made a profit in the past he is permitting his business to run into a rut, and the longer it runs the worse off he is, until he eventually has to close his doors and go to work for somebody else.

Modern demands necessitate the changing of systems with the ever changing years. What is useful next season may be altogether impossible and unprofitable ten years hence. The trade paper is valuable because its nature is to prevent over-conservatism, to keep readers posted on the modern way of doing things, and to indicate and disseminate ideas that will prove beneficial to the members of the trade it represents.

Today the trade papers are preaching the curtailment and reduction of credits. This is only one of the many changes that are gradually drifting into the implement and vehicle business; consequently it is not wisdom on the part of a dealer to overlook it. Continual negligence will eventually start the germ of dry rot, and its insidious and deadly process is exceedingly difficult to eradicate once it secures a good hold. To keep away from its dangers it is necessary that a business man change his methods to meet the new conditions. That is the surest way to avoid its ravages.

Again there is every indication that members of the implement trade are dissatisfied with the old policy of taking second-hand machinery on deals for new goods. Gradually this is being condenmed. No dealer has any right to lose his profits by following the plan of taking old machinery in part payment of new. Sentiment is growing in this direction, and because it is based on sound logic. Is there any more reason why a dealer should accept traded-in machinery than why a merchant selling boots should accept old shoes as a portion of the purchase price of a new pair? None. Then if the policy of dealers in this respect is changing it behooves every man to get in line and adopt the most profitable plan. This will keep out the dry rot.

There is another point to which the application of the dry rot simile can be excellently adapted. It is in connection with cutting prices. If a dealer follows the plan of reducing his regular prices, from figures that afford him a living profit to figures that do not, he is following a course that will in the end prove disastrous. The implement business has suffered much from this evil, and unless dealers take action to stop it, by acting in unity to this end, there is the possibility that this evil will be continued. When it is followed it ruins business, makes it unprofitable, undesirable, and unsatisfactory. In other words it induces dry rot.

By keeping business methods up-to-date, eliminating all the evils possible, and giving every competitor the benefit of the fair deal, the danger of dry rot in a modern implement business is totally removed, and it is worth all it costs to remove the possibility of danger.

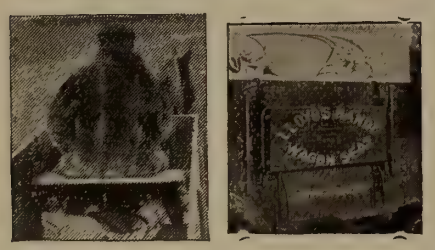
Have Fame Abroad.

That the Cockshutt Plow Co., and their products, have fame abroad as well as at home is evidenced by the following extract from a report that appeared in a recent issue of the Daily Consular and Trade Reports issued by the United States Department of Commerce and Labor. This extract is from the pen of Mr. Roland R. Dennis, a special agent who is investigating agricultural conditions which afford an opportunity for the sale of implements made in the United States. This report is from London, and is in respect to the outlook in Great Britain. He says: "If, as I have before reported, a Canadian maker can build up a trade in his plows in Great Britain, I am quite confident that a determined effort on the part of some of our larger plow makers would secure them a profitable trade over here. It would seem as if their very extended experience in dealing with the multiferious soils found in the United States would have taught them just the necessary combination properly to handle the soils of Great Britain. The Canadian plow most sold in England is named "The Kangaroo," a two-furrow riding plow, inferentially from the name the same as sold in Australia by the same maker. In Ireland the "Maple Leaf" seems to have the lead. It is also a two-furrow riding plow rather lighter than the "Kangaroo."

Both plows named, the "Kangaroo" and the "Maple Leaf" are made by the Cockshutt Plow Co., and naturally they are distinctly proud of their reception by agriculturists of other lands.

LLOYD'S

Handy Low-Down Suspension Spring Wagon Seat.



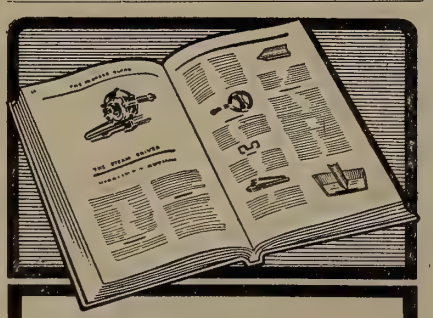
The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Order your wagons without seats and order your seats from us. By so doing you will make more money and give better satisfaction. Farmers will choose this seat in preference over any other every time.

Write for quotations at once to

Wawanesa Wagon Seat Co.,

WAWANESA, MAN.



Well Driller's Instruction Book Free

This handsome volume has been prepared by men who have spent a lifetime in drilling wells. It is philosophic, accurate and complete. Illustrated with hundreds of plates showing every detail of the process. After mastering its contents you will be fully qualified to handle a steam drilling machine and a prosperous contracting business. It explains how a good man with a good machine will in three years make an independent FORTUNE IN WATER WELL DRILLING. It contains the names of scores of men who have done it. Write Dept. 13.

FREE ON REQUEST.

KEYSTONE DRILLER CO.,

BEAVER FALLS, PA.

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER
TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold. Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY **FRAZER LUBRICATOR CO.**

FACTORIES: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,

WINNIPEG, MANITOBA.

GRAND TRUNK RAILWAY SYSTEM

BEFORE STARTING ON A JOURNEY

do you ever take into consideration the advantages of travelling over a

DOUBLE TRACK LINE?

The Grand Trunk Railway system is the only Double Track Line between Chicago, London, Niagara Falls, Toronto and Montreal.

FIRST-CLASS SERVICE
FINEST EQUIPMENT

Agency for Ocean Steamship Lines —Cook's Tours.

A. E. DUFF,
General Agent Passenger Dept.
260 Portage Ave. Phone 7098
Winnipeg.

Facts About Canada.

To put a concrete fact about Canada in a sentence, and five thousand such sentences in booklet form, is a task that demands a superior degree of knowledge and information regarding any country than one comes across in a long time. Mr. Frank Yeigh, of Toronto, the well-known lecturer and writer on topics Canadian, and who is justly entitled to be called "The Canada Man," has accomplished this task, and done it so thoroughly that one who examines his booklet "5,000 Facts about Canada," marvels at the extent of the man's knowledge. This little work is published by the Canadian Facts Publishing Co., of Toronto, and a quarter will bring a copy to any dealer desiring it.

For the "Men Who Sell Things."

"Men Who Sell Things" is the title of an indispensable book for all salesmen, and for manufacturers, merchants, dealers, employers, sales managers, and all who are interested in the selling of goods, or who have goods to sell. It is from the pen of Mr. Walter D. Moody, a gentleman who spent twenty years of his life in the selling business, and deals with this interesting and important phase of modern commercial life in a most entertaining and readable way. There is not a dull page in the book, and there is not a paragraph that has not some point of stimulative advice in it for every class of men engaged in the creative, money-getting side of business. It is well-printed and well-bound, and is from the shop of A. C. McClurg & Co , of Chicago, which is warranty enough of its excellent appearance and general get up. The price is $1.00 across the line, and with duty added will cost about $1.25 in this country. If you desire a copy write us and we will be pleased to forward your order.

No Drop in Farm Values.

It is gratifying to note that despite the recent period of depression throughout the country, from the effects of which such rapid recovery is being made, that farm land values have shown no tendency to fluctuate or drop in price. A farm in the Morden district was sold a few short weeks ago for $50.00 an acre. This is assuredly the best indication of faith in the country and its future.

Is Your Follow-Up System Working?

About this time last year we urged upon our readers the benefits of a follow-up. A couple of issues ago we cited a concrete instance of its value; namely, the case of where a dealer who adopted the plan outlined by us had been successful in disposing of two drills, the sale of which he traced directly to the system.

Again would we urge our readers not to neglect this most important adjunct to their business. It is not an expensive proposition to instal a method for following up prospective purchasers, and the results secured are bound to be away in advance of what it takes to put the process into operation.

A set of white cards for the names of the different farmers of the district, and any others from whom there is a possibility of securing business, should be prepared. File them according to the alphabet. Then take another set of cards of a different color, have them marked with the days of the month from one to thirty-one, place the farmers name's and address underneath. With these latter cards a box of tabs is required so that each particular date desired may be tabbed.

The white or first mentioned set of cards will do for a mailing list. The second or colored set of cards with the tabs will be the follow-up system. A dealer can buy different colored tabs and have each color represent some different article in his line. On the follow-up cards every prospective sale should be recorded, and the tab placed at the date about the time the dealer wants to see the prospective buyer.

If it is this month place it in the monthly index for May, if it is in September put it with that month. When the time arrives the dealer should get after the farmer and try and close the deal.

The card index saves brain work, the kind that kills; it removes much of the trouble of looking after men who are in the market for goods, but it is absolutely worthless unless it is properly and diligently looked after. When closely followed and kept up to date it is unquestionably one of the best investments any dealer can make. To find out the truth of this give it a fair trial.

A Star with a good record

Mr. John W. Day, of Oak River, Man., bought a **Star Windmill** and in ten months ground 1628 Bags of grain for his neighbours, and 350 bushels for himself, besides running his churn and grindstone.

He writes :—"I am well satisfied with the mill; it has more power than I expected.

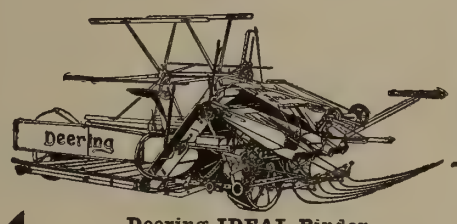
Mr. Dealer :—Do you handle this line, if not write for catalogue and prices at once.

Address :—

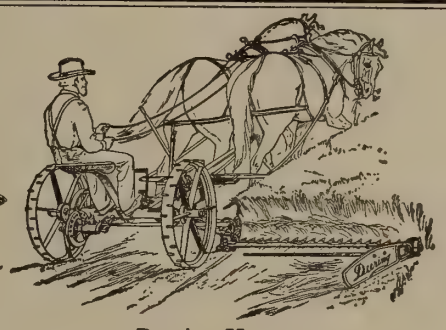
BRANDON PUMP AND WINDMILL WORKS,

Dept. D. *BRANDON, Man.*

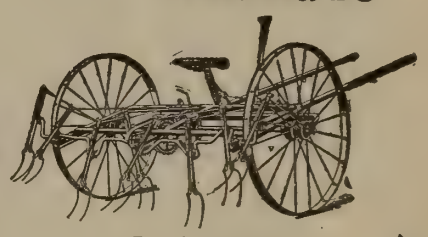
The Machines To Handle



Deering IDEAL Binder

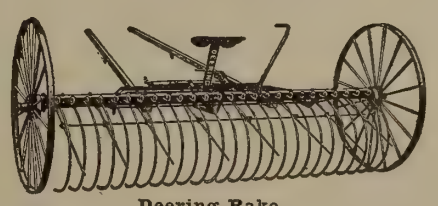


Deering Mower



Deering Tedder

There is only one way to be sure that you are not losing the sale of a machine and that you will get future business on the merits of the machine sold—sell Deering machines.



Deering Rake

These machines stand for honest material and honest workmanship. They are backed by the strongest interests in the farm machine business to-day.

Why is the demand for Deering harvesting machines increasing each year? It is because farmers have convinced themselves by trials in all kinds and conditions of fields and grain that the Deering is no ordinary machine. Every machine in the Deering line is absolutely reliable, light in draft, and faultless in construction.

The increasing demand for these machines is conclusive evidence that they are just the machines for you to handle. No dealer wants to handle machines that he knows are not strictly up to standard because there would be little demand for them, and the few sold would stand as warnings to other farmers. Handle the Deering line, and when you make a sale you know that the farmer is going to get good results from his investment, and when he wants another machine he will come to you because of the satisfaction his first purchase gave him.

It will pay you to handle Deering harvesting machines. You will then have the satisfaction of knowing that your competitors are not handling better machines than you are.

If you are a Deering dealer, you have the advantage of carrying a stock of the best disk drills, shoe drills, cultivators, smoothing and disk harrows, scufflers, gasoline engines, cream separators, hay presses, wagons, manure spreaders and binder twine. It will pay you to see the blockman in your locality, or write nearest branch house concerning terms and territory.

WESTERN CANADIAN BRANCH HOUSES:

CALGARY, Alta. REGINA, Sask. WINNIPEG, Man.

International Harvester Company of America

(Incorporated)

CHICAGO - - U. S. A.

What Is Education Worth?

More men have regretted want of education than the lack of any other qualification. During youthful years the full value of knowledge seldom appears to be appreciated by mankind, and it is not until too late in a man's life, as a general rule, that there comes a complete realization of what he has missed through the neglecting of educational opportunities.

Education is the keystone of any nation's greatness, and without it it is as impossible for a people to reach to the highest pinnacle of achievment as it is for an individual. A country's greatness does not rest solely upon the numbers of her population, nor yet upon her resources of field, forest, stream or mine. It depends primarily upon the education and knowledge of her people. It is unlikely that a great population very ignorant will accomplish anything like as much in the development of a country as will be brought about by a people much fewer in numbers but more highly educated.

A young man who comes to the tasks of life with a good education has a most decided advantage over the youth whose education has been neglected. People generally admit this condition. A few however, quibble on the point and in support of opposite contentions seek to prove their argument by citing the cases of many men who have accomplished great things without the aid of education. True, in this as in everything else, we find some marvellous exceptions to the rule, but their citations prove nothing. Why? Because who can say to what heights such men would have climbed had they had the supporting power and help of a good education?

Now education and experience are much alike, though the latter can only have its fullest development through the former. The first lies in the communication of knowledge, the discipline of the intellect, and the establishment of principles. Experience on the other hand implies skill, facility, or practical wisdom gained through personal knowledge. The two go hand in hand.

In Canada today there is a growing demand among the people for the establishment of technical schools, and the education of the youth of the land in the principles connected with the different processes of our industrial life. The Government has been repeatedly petitioned respecting the matter and it is likely that a Commission will be appointed in the course of a few months to investigate the needs of the country along this line.

In Canada all kinds of education is required, whether it be cultural, purely scientific, applied scientific or industrial. Particularly is the latter needed. The value to the individual and to the country of such an education can hardly be realized without illustration, but everyone has a general, though frequently indefinite, idea that in the productive industries a man is much more efficient, is able to produce the necessities and utilities of life in a better condition and with less expenditure of time and money if he has been properly educated for that work.

To demonstrate the value of technical education to the individual and the country the opinion of E. Brydone-Jack, Professor of Engineering at Manitoba University is given here on the point, with special reference to engineering education. He says: "If a young man is put into the shop when he is sixteen years of age, he will propably receive a wage of from $3.00 to $4.00 per week according to locality. He will be advanced, if he proves efficient, by steady stages until at the age of twenty-five he may earn from $15.00 to $18.00. During this nine years his weekly earnings will have averaged about $9.50 per week. During the next nine years they will in all probability remain about $16.00 per week.

"Now if this young man had continued his education by going to the high school and then spent four years at a school of engineering, it would have cost him from $1,600 to $2,500 to have supported himself, less what he earned during his vacation or odd hours. After graduation and at the age of twenty-one he would probably earn from $12.00 to $13.00 per week on an average. At the age of thirty-four, when his shop friend was still earning $16.00 per week, the engineering graduate would be earning an average of $50.00 per week and in some cases more, in others less, but at an average of about $50.00. In the eighteen years since the shop man began to serve his time he would have earned about $12,000. The man with the technical education would have earned about $19,000 since commencing work at the age of twenty-two, and after paying off the expense of his education, about an average of $2,000, he would have $17,000 clear for living and investment. This is a difference of $5,000 in favor of the engineering graduate up to the time both men are thirty-four years of age. After that time the comparison is needless as the value of the technical engineering education is evident.

"Now let us consider the value of each of these men to the country. At the age of thirty-four the shop man is earning about $16.00 per week or $832.00 per year. If this amount is capitalized at five per cent. we find the potential value of the shop man to be about $16,600. The graduate, however, is earning on an average of about $50.00 or about $2,500 per year. This amount capitalized at five per cent. will make the potential value of the engineer $50,000. The difference of over $33,000 in the potential value to the country of the two men is gained by the expenditure of from $1,600 to $2,500 by the student for his technical education."

Any reader can make his own deductions in regard to the merits of this question, but few will dispute that technical education would immensely benefit this country. It is hoped that the Dominion Government will appoint a Commission to investigate the needs in this respect, and that if such is done, the Commission will recommend the establishment of technical educational institutions. If the schools were started the financial aid and support of the provinces could be secured. The country would benefit, the whole people would benefit, and the standard of efficiency in our industrial institutions would be immeasurably raised.

POPULAR VOTING CONTEST BALLOT

IN SASKATCHEWAN

CANADIAN FARM IMPLEMENTS

901-2 Union Bank Building,
WINNIPEG, MAN.

.....1908

Find enclosed $.....covering subscription to CANADIAN FARM IMPLEMENTS for.....years. I have marked X in the square behind the name of the candidate for whom I wish to register my votes:

Ed. Cahill, Wm. Gray and Sons Co.	.....	.....
Wm. Bourke, Parlin and Orendorff Canadian Plow Co.	.....	.....
H. H. Kohlman, John Deere Plow Co.	.....	.....
J. P. Murphy, Ontario Wind Engine and Pump Co.	.....	.....
Alex. Tait, Massey-Harris Co.	.....	.....
.....	.....	.....

Place here name of any other salesman you desire.

Sign here: Name.....

Post Office.....

Province .....

Contest on in Saskatchewan

Off in Manitoba. Off in Alberta.

Who is the most popular Travelling Salesman connected with the Trade in Saskatchewan?

CANADIAN FARM IMPLEMENTS is conducting a voting contest among its good friends the dealers in agricultural implements, vehicles, and kindred lines doing business in Western Canada, to find out who is in their estimation the most popular travelling salesman connected with the trade in the province of Saskatchewan.

TO THE TRAVELLER receiving the most votes in Saskatchewan we will present One Hundred Dollars ($100.00 in gold) with which to defray the expenses of his annual vacation or otherwise as he may choose.

THE COMPETITION PERMITS any dealer living West of the Great Lakes in Canada voting for any travelling salesman whom he may favor, whether the salesman may be contesting for the premium in the particular province of which the dealer is a resident, or not. We will be pleased to furnish any travelling man in the trade with any additional information desired.

Rules of Contest.

1.—All travelling men engaged in the actual selling of farm implements, vehicles, cream separators, binder twine and threshing machinery in Western Canada will be eligible to enter the contest.

2.—Contest will be decided on votes estimated as follows:

50 cents.	Good for	1	year's	subscription	to one address and	20	votes
$1.00	"	3	"	"	"	40	"
$2.00	"	6	"	"	"	80	"
$3.00	"	9	"	"	"	160	"

3.—Every subscription sent must be in the name of a bona fide implement dealer, general agent, blockman, branch house manager, or regular implement, vehicle, cream separator, binder twine or thresher traveller. Subscribers in arrear will have amount owing deducted from money sent, but votes will count as above. In every case of past due subscription $1.00 will cancel all arrears and prepay subsciption to end of 1908.

4.—Every competitor must send in his name and address, the name of the concern he represents, and the territory he works, upon entering the contest, accompanied by $1.00, which will prepay his subscription to our publication for three years and give him a starting credit of forty (40) votes in the contest.

5.—Votes once received cannot be changed or transferred. All votes will be finally counted and certified to by affidavit of two prominent men connected with the trade and the Manager of this publication. Their decision will be final in all matters of dispute.

6.—The contest commenced March 1st, and will close August 31st, 1908, all envelopes containing subscriptions for contest must bear postmark before midnight of the latter date.

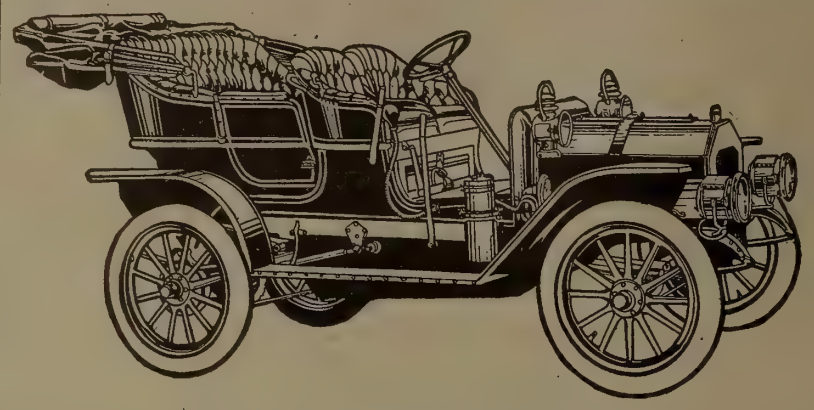
7.—Remember Canadian Farm Implements is a trade paper and that every subscription sent must be in accordance with Rule 3. Those sent in the names of others will be returned, money refunded, and no vote credit given on them.

8.—Bear in mind that none of the manufacturers or jobbers are financially interested in Canadian Farm Implements, and no papers sent to dealers have been ordered or paid for by them. Every dealer who has been receiving the paper without prepayment is indebted to the publishers only.

9.—There not being five competitors in Manitoba and Alberta before April 30th, the contest is declared off in those provinces.

Canadian Farm Implements, Ltd.,

901-2 Union Bank Building **WINNIPEG.**

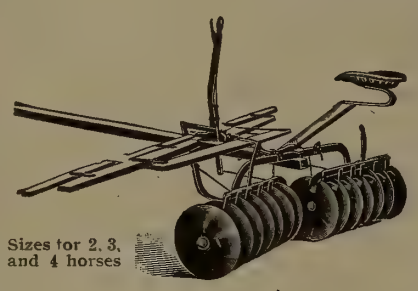


REO TOURING CAR—20 h.p.
also ROADSTERS and RUNABOUTS.

The **REO** gives you more for your money than any other motor car ever built. If you are interested let us show you.

Our other lines:

Oldsmobile—Franklin and Ford Automobiles, Brantford Carriages, Maw-Hancock Disc Plows, Lorne Wagons, Empire Pumps, and Simplicity Gasoline Engines



Sizes for 2, 3, and 4 horses

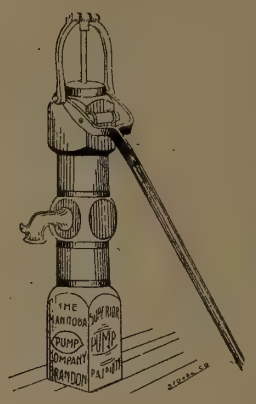
BISSELL The King of DISK HARROWS
It Takes to the Ground

"Bissell" Harrows have the essential parts all in the right relation and correct proportions. Wherever there is hard work to be done they take to the ground like a duck takes to water.

The success of this Disk is a surprise and wonder to competitors and imitators.

Joseph Maw & Co., Ltd.
Winnipeg, Man.

Do You Handle Pumps?



If so, it will pay you to get our prices.

We have the **LARGEST PUMP FACTORY** in Western Canada.

We **manufacture** a complete line of **WOOD AND IRON PUMPS** and **BRASS CYLINDERS**, including the famous **PETERS** and **HAYES** double cylinder pumps.

Send for special PUMP CATALOGUE and discounts.

We also manufacture the

"Manitoba" Power and Pumping Mill,

The "Monitor" Gasoline Engine,

Grain Grinders, Steel Saw Frames, etc.

GENERAL CATALOGUE free for the asking.

BOX 301

The Manitoba Windmill and Pump Company, Limited,

BRANDON MAN.

The only Windmill Manufacturers in the West.

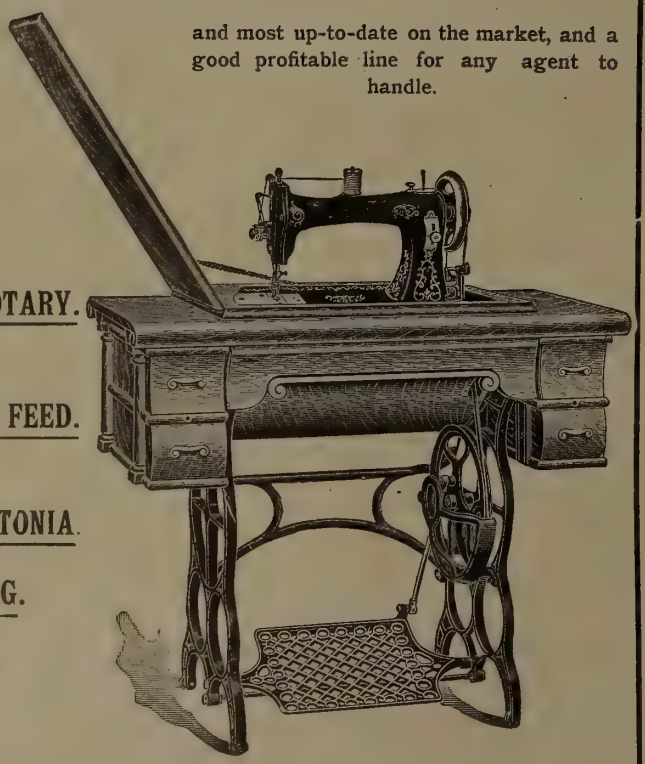
GOOD RELIABLE AGENTS WANTED

To handle our Sewing Machines and Fencing.

OUR SEWING MACHINES ARE THE BEST

We have the Combined Secretary and Cabinet.

and most up-to-date on the market, and a good profitable line for any agent to handle.



THE DAVIS ROTARY.

THE DAVIS VERTICAL FEED.

THE NEW DAYTONIA.

THE STERLING.

THE WINNER.

All manufactured by the Davis Sewing Machine Co. of Dayton, Ohio.
We also handle the

REVERSE COIL WOVEN FENCING

This is the Best Fence on the market as the stays cannot slip sideways. We also handle Gates. No. 9 Coil Spring Wire, locks and stays, locking tools, stretchers, etc., etc.

SEND FOR CATALOGUE AND PRICES.

HEDLEY & BELL 1204 Rosser Ave., **BRANDON, Man.**

Wilkinson Wagons

There can be no two opinions of the quality of Wilkinson Wagons.

The factory owns the supply of timber from which they are made, and are therefore able to take the very best for their own use, leaving second grades for others.

That is why the quality never varies. Always the best.

Coupled with this is the building by expert mechanics, who have been at it a lifetime.

You can easily see why it is called

"The Light Running Wilkinson"

The Stewart-Nelson Co., Limited,

General Agents WINNIPEG.

CANADIAN FARM IMPLEMENTS

VOL. VII, No. 6. WINNIPEG, MAN., JUNE, 1908. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

UNION BANK OF CANADA.

CAPITAL AUTHORIZED - $4 000,000 CAPITAL PAID UP - $3,136,960
REST - $1,600,000

Hon. John Sharples, President. G. H. Balfour, General Manager.

WESTERN HEAD OFFICE STAFF:
H. B. Shaw, Superintendent. F. W. S. Crispo, Inspector.
H. Veasey-P. H. Vibert-J. S. Hiam-Assist. Inspectors.

Union Bank Building, Winnipeg.

BRANCHES IN WESTERN CANADA:
MANITOBA.—Altona, Baldur, Birtle, Boissevain, Brandon, Carberry, Carman, Crystal City, Cypress River, Deloraine, Dauphin, Glenboro, Gretna, Hamiota, Hartney, Holland, Killarney, Manitou, Melita, Minnedosa, Minto, Morden, Neepawa, Ninga, Rapid City, Roblin, Russell, Shoal Lake, Souris, Strathclair, Virden, Waskada, Wawanesa, Wellwood, Winnipeg, Winnipeg North End Br., Sargent Avenue Br. and Logan Avenue Br.
SASKATCHEWAN.—Arcola, Asquith, Carlyle, Craik, Cupar, Esterhazy, Fillmore, Humbolt, Indian Head, Lanigan, Lemberg, Lumsden, Maple Creek, Moose Jaw, Moosomin, Milestone, Oxbow, Pense, Qu'Appelle, Regina, Saskatoon, (Sask. Rosedale Br.), Sintaluta, Strassburg, Swift Current, Wapella, Weyburn, Wolseley, Yorkton.
ALBERTA.—Airdrie, Blairmore, Bowden, Calgary, Cardston, Carstairs, Claresholm, Cochrane, Cowley, Edmonton, Ft. Saskatchewan, Frank, High River, Didsbury, Innisfail, Lacombe, Lethbridge, MacLeod, Medicine Hat, Okotoks, Pincher Creek.
ONTARIO—Ft. William. BRITISH COLUMBIA—Vancouver.

Interest allowed quarterly on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.

FRANK O. FOWLER, President. ANGUS MCDONALD, Vice-President.

THE CENTRAL CANADA INSURANCE CO.

BRANDON - - - CANADA.

Fire Insurance.
Pure-Bred Registered Live Stock Insurance
Hail Insurance (in Manitoba).

Lowest current Rates of Premium
Absolute security for Policyholders. JOS. CORNELL, MANAGER

HARDWOODS - - -

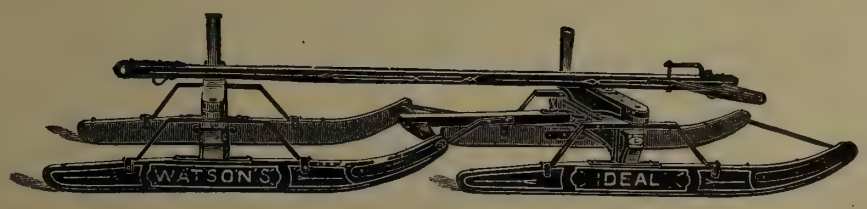
Manufacturers and Importers of Vehicle Wood goods of all kinds.
We make a Specialty of carrying Hardwoods suitable for the Implement Trade.
We are also the largest Dealers in Hardwood Lumber in the West and solicit your enquiries for either car lots or small quantities for local shipment.

D. Ackland & Son, Ltd.,
65 to 68 Higgins Ave., **Winnipeg, Man,**

Watson's SLEIGHS and STRAW CUTTERS are Trade Winners

We can prove it.

They have points of superiority that we will be pleased to explain to you in our showroom, or by our traveller calling on you.



Made in all sizes with both Steel and Cast Shoeing

Communicate with us at once re contract for your district.

We also have a full line of

Pole Saws, Horse Powers, Bevel Jacks, Grain Grinders, Roller Crushers, Pulpers, etc.

"NO ONE CAN GIVE YOU A BETTER DEAL."

John Watson Mfg. Co. LIMITED. WINNIPEG

Place your orders NOW for Spring delivery of

"Hero" Grain Separators

They are sold only through the Trade.

The "Hero" is the best grain separator on the market.
Every machine is built of the best materials procurable.
It excels in thoroughness of work and cleans oats from wheat perfectly.
No other cleaner can compare with the "Hero" for reliability and efficiency.
It gives satisfaction to every user and brings new business to every seller.
If you want the grain separator trade of your district handle the "Hero."
Remember we protect you and give you the best Grain Cleaner offered the public.

Catalogues and full information on request

HERO MANUFACTURING CO. Ltd., Winnipeg.

IF in Winnipeg during Exhibition week come and see us at the new Factory. We will be pleased to see you and your visit will be well repaid. Don't forget we manufacture the most up to the minute line of **Grain Cleaning Machinery, Wind Stackers, Adjustable Sieves,** etc., etc.

Royal Manufacturing Co., Limited

774 Dufferin Ave. WINNIPEG.

H. T. HELGESON,
General Agent, REGINA, SASK.

The Name Tells a True Story.

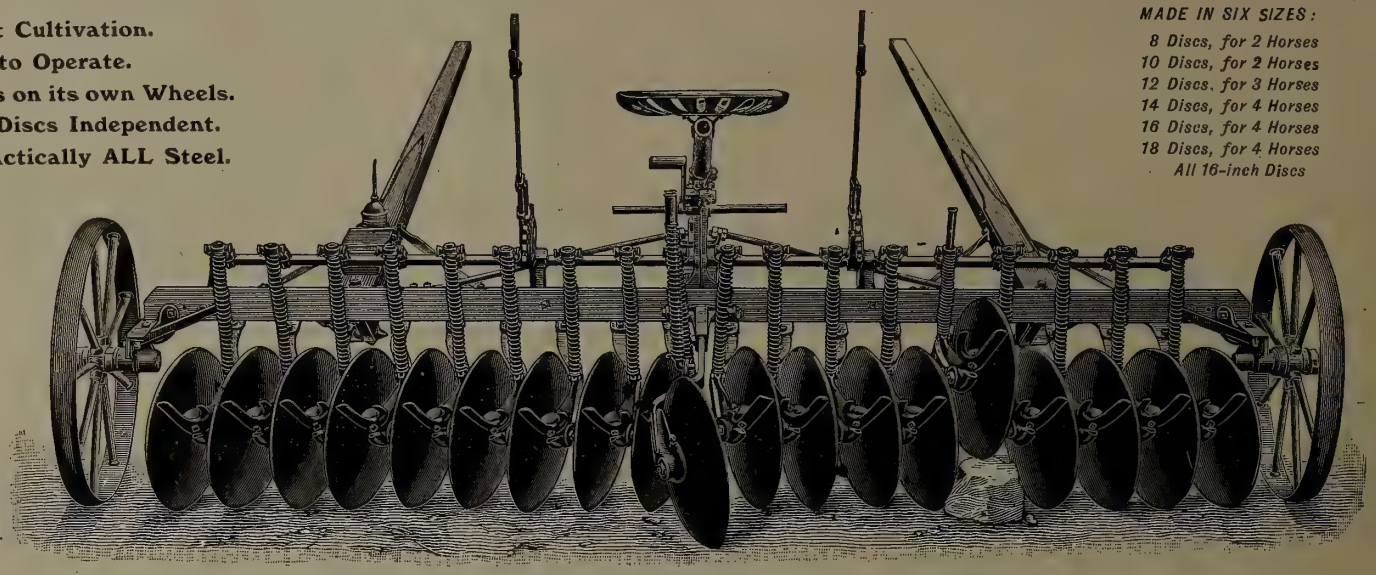
SUPERIOR

The Name Tells a True Story.

Disc Harrow and Cultivator on Wheels.

Perfect Cultivation.
Easy to Operate.
Rides on its own Wheels.
All Discs Independent.
Practically ALL Steel.

MADE IN SIX SIZES:
8 Discs, for 2 Horses
10 Discs, for 2 Horses
12 Discs, for 3 Horses
14 Discs, for 4 Horses
16 Discs, for 4 Horses
18 Discs, for 4 Horses
All 16-inch Discs



REAR VIEW 18-DISC SUPERIOR DISC HARROW ON WHEELS.

If you want the Agency for the Best Harrow in the World, write NOW for Catalogue and Prices.

THE AMERICAN SEEDING-MACHINE CO., Incorporated,
310 Ross Avenue WINNIPEG, Man.

Winnipeg Industrial Exhibition

JULY 11-17th, 1908

The First Light Agricultural Motor Plowing Competition in Canada

Makers of Machines from ENGLAND, UNITED STATES and CANADA entered in this Contest. The largest and best display of Agricultural Machinery in the West.

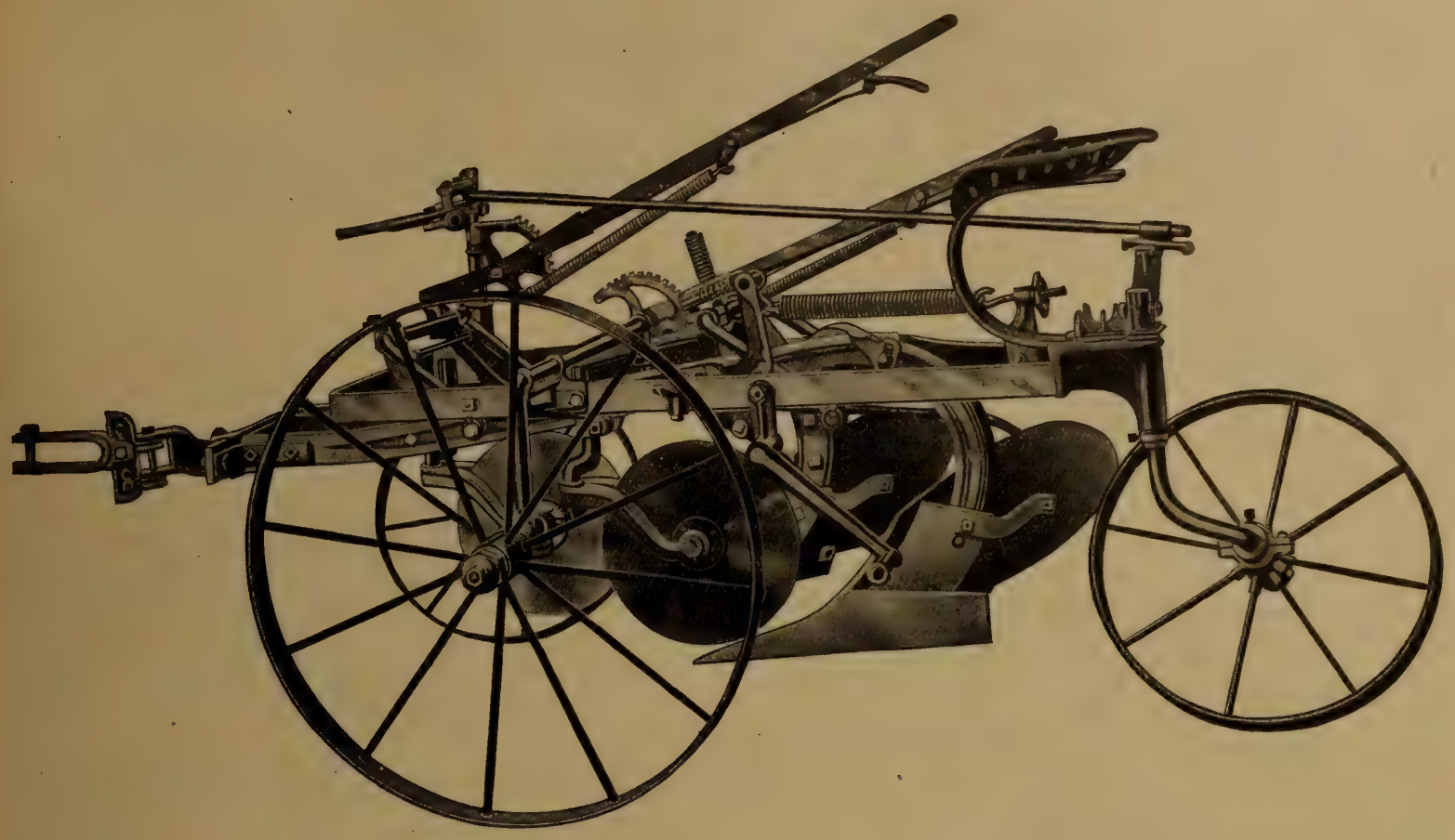
ENGAGEMENT EXTRAORDINARY OF THE WORLD'S-RENOWNED BANDS

Innes Band and 91st Highlanders' Band

BAND COMPETITIONS OPEN TO THE WEST

Applications for space should be made at once. *ENTRIES CLOSE JUNE 30th.*

A. A. ANDREWS, President. W. SANFORD EVANS, Vice-President. A. W. BELL, Manager and Secretary.



Rock Island LIBERTY Gang

With Patent Lo-Swung Foot-Lift

The Liberty Sulky is built on the same principle as the Gang

No need to say more

What constitutes a satisfactory Gang Plow?

Best way to find out is to ask your customers what features they consider most important in a Gang Plow. When you get their views in the matter you'll understand why the **Liberty** is so popular wherever it is used.

Take the **Liberty Foot-Lift** for instance; it is hung right over the plow bottoms, which is the only sensible place to attach a foot-lift. That's where the load is and everybody knows that the easiest way to lift a heavy load is to get right over it and lift straight up.

And then the foot-lift is hung below the frame and is always in just the right position for the driver's foot.

All levers are on mold-board side of plow—nothing to climb over when getting on or off. Driver's seat is at extreme rear of frame so he can see the working of both plows without looking behind him.

24-inch furrow wheels. 36-inch land wheel. High wheels make the gang pull easy and ride easy. Ask any farmer who uses a **Liberty.** Your customers want the **Liberty** and want to buy it from you. We may be able to give you a piece of territory if you write us quick.

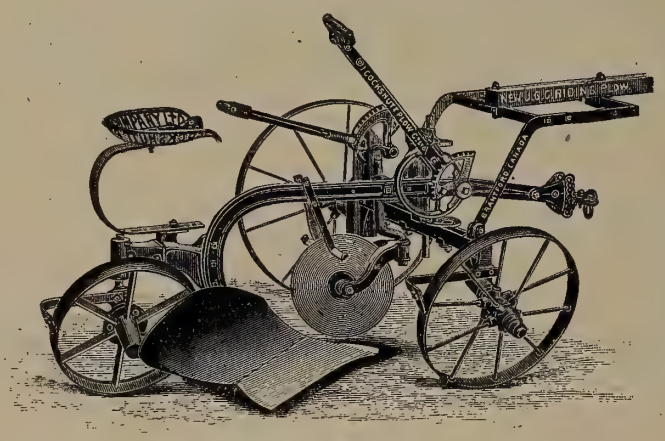
The JOHN STEVENS COMPANY LIMITED, Winnipeg.

ROCK ISLAND PLOW CO. **Rock Island, Ills., U.S.A.**

Cockshutt Plows for Western Canada

"The Best on Earth For The Best of the Earth"

Their durability and unequalled working qualities make them popular everywhere. It is particularly gratifying to the dealer who handles Cockshutt Plows to know that they are chosen by the American settler in preference to the best American makes. Made in Canada for the Canadian West in the largest and best equipped plow factory in the Empire, they are adapted to the country as no other line is, and fulfill every reasonable expectation of the purchaser.



J. G. C. SULKY

Canada's Distinctive Sulky Plow

Invented, Patented, and Manufactured by us alone.

With improvements from time to time it has held its popularity for twenty years and is still the leader.

Unequalled as a breaker in rough land.

Jewel Gang

Demonstrated time and again to be superior to all other High Lift Gangs, whether Canadian or American.

In short, it is Canada's perfect modern Plow.

JEWEL GANG

CONCRETE MIXERS

Write for prices and information re "Ideal" Concrete Mixers.

The No. 1 and No. 2 "Ideal" mixers have a long record of undisputed success. We carry them in stock and can make immediate shipment.

Liberal Commission to Agents.

POTATO MACHINERY

We are exclusive General Agents in Western Canada for the Aspinwall line of Planters and Sprayers, also for the celebrated Hoover Potato Digger.

During the past two seasons we have placed a large number of Hoover Diggers and in every case they gave entire satisfaction. The 1908 improvements make them better than ever.

Cockshutt Plow Co., Limited,

Factory: BRANTFORD WINNIPEG REGINA CALGARY.

CANADIAN FARM IMPLEMENTS

Vol. VII, No. 6 WINNIPEG, MAN., JUNE, 1908. SUBSCRIPTION PRICE { Per Copy, 5c. Per Year, 50c

A SHORT SERMON ON ADVERTISING.

By Frank D. Blake.

Advertising Manager, Deere & Company, Moline, Ill.

Preaching from the text: "Some men do not believe in advertising —and it is easy to understand why when you hear their definition of it," the writer of the following article, which we reproduce in part, deals in masterly fashion with the many complexities and perplexities of the advertising problem. From first to last it is an excellent and forceful sermon, full of matter of real interest, and worthy of careful reading by every member of the implement and vehicle trade. Incidentally in the course of his subject the writer makes a strong argument for Deere goods, but as he does this just as effectively through our advertising columns we omit this from this article. Mr. Blake says:

Some men do not believe in advertising.

The fact is stated without prejudice, merely to show that the progress of the world does not move with equal speed at all places.

But there is no safety in the assumption that all men who deny faith in advertising lack ability.

Many such men are shrewd, practical, educated and more or less given to the accumulation of dollars.

Here is a convalescent conundrum which again is worrying the timid;

If advertising is a positive, constructive force, absolutely necessary in business building, how does it happen that some men who ignore advertising are successful?

This question does something more than raise a suspicion. In the language of our legal friends, the lawyers, it shifts the burden of proof. It places the advocate of advertising in a position where explanations are in order—a situation somewhat like that of the colored man caught in a hen-coop at three o'clock a.m.

Keep in mind that a few well-defined exceptions will overthrow the best theory. People will not accept a statement as true after the opposite can be shown. For instance, the claim is made that eating is necessary to sustain human life. We believe it, because no one has been able to demonstrate the contrary. If, however, a man could be found who was healthy and normal after having lived ten years wholly without food or nourishment, the theory of eating being absolutely necessary would encounter robust dissensions.

The simplest thing in childhood's happy days was "rolling off a log," but this illustration is far too complicated for use here.

No advertising—no business. Positively there are no exceptions.

Advertising is the life-blood of business—the rich, red, frothy blood as it leaps from the heart forward. Do you have any desire to sever the jugular vein? If you are curious to watch the vitality of your business ebb, open an artery —stop advertising.

Business without advertising is quite as impossible as real thunder without lightning; as impossible as

Human Nature.

IF all that hate would love us and all our loves were true,
The stars that swing above us would brighten in the blue;
If cruel words were kisses and every scowl a smile,
A better world than this is would hardly be worth while.

If purses would untighten to meet a brother's need,
The load we bear would lighten above the grave of greed.
If those who whine would whistle and those who languish, laugh.
The rose would rout the thistle, the grain outrun the chaff.

If hearts were only jolly, if grieving were forgot,
And tears and melancholy were things that now are not—
Then love would kneel to duty and all the world would seem
A bridal bower of beauty, a dream within a dream.

—Farm Life.

But how about advertising?

The great commercial world concedes that no business worthy of the name can be built or maintained without advertising--and the theory is being backed by hard-headed business men with countless millions of real money.

Still, successful business men can be found who do not believe in advertising—men who actually boast that they do no advertising.

In the face of so many exceptions, why do people persist in claiming that advertising is essential to business success?

Gentlemen, the witness is yours; how about the exceptions.

These brilliant exceptions you hear about, these successful business men who do not believe in advertising, are advertising all the time—

But they do not know it.

They take their quinine in capsules.

Because they miss the taste they think they have not taken the medicine.

Their definition of advertising is wrong.

Prosperous men who deny having property make tax collectors suspicious.

Recorded deeds to real estate are not the only evidences of wealth. A man might be worth half a million dollars and not own a foot of land.

Square your definitions with facts.

The man who claims he does no advertising because he withholds patronage from newspapers—or refuses to use printed matter of special kinds, is like the fond but deluded mother who is certain that her little boy does not go swimming because he never has been brought home drowned.

Every business transaction requires at least two parties. Please do not deny it.

Suppose you are one of the parties. You stand ready to buy, sell or trade as the case may, but the game is blocked, no business can be done until the other party is found; until someone is induced to accept your proposition or to make one which you will accept.

How are you going to locate the other party? How is the other party to locate you?

Dear friend, the blow has fallen. If you ever have been a party to a business transaction, you stand convicted of advertising.

The other party to your business transaction cannot be found without advertising, because any means you take to accomplish that result is advertising.

The only question is—are you doing the best advertising?

You may tell your story, get someone else to tell it, write it, publish it in the papers or display some articles that will suggest it, but anything you do to secure the other party to your business transaction—is advertising. The foregoing fact will not shrink in the wash.

Boil the matter down to first principles:

Suppose an unknown man opened an unknown store in an unknown place. Until such conditions change he might as well be at the north pole. The only way to change the conditions is by advertising—

but observe the directions:

Perhaps something is placed in a window to challenge the attention of the public—that is advertising.

Next the premises are decorated with a sign which the business world now accepts as a declaration of intentions—another form of advertising.

The new merchant has plenty of time and puts it in talking about his business to every person that will listen—a very effective method of advertising.

Visitors and customers carry the story of the store out into the world, and the winds and the birds scatter the seeds of the fields—and the advertising is good or bad according to the treatment they received.

The time comes when this man is well known, when his store is well known, when he has many well pleased customers.

Now how does it happen that so many people who know this man and his store overlook the advantages of doing business with him?

The story dates back to the garden of Eden. The record discloses that Eve was the first "advertising man." She convinced Adam that there was an immense advantage in eating certain fruit. The fact that she was wrong simply illustrates the real strength of advertising. She had but one man to deal with and personal influence with him was successful. Had there been ten thousand men the result would have been different. Ten thousand prejudices cannot be overcome with one story. Ten thousand conflicting interests cannot be reconciled by one method. Ten thousand persons cannot be brought under personal influence by word of mouth alone.

The business man of today, who has eclipsed the achievements of all the ages and towers above his fellows in the commercial world like a mountain above the surrounding plain, owes his success to a magic duplication of his powers in searching out and extending his influence over the right people at the right time. This magic duplication, this multiplying the words of his mouth, the steps of his feet and the sweep of his influence—is advertising.

Here is an example for the primary class.

A country boy went to Kansas City in search of employment. He tramped the streets for ten days, was rebuffed and insulted until he began to doubt his own respectability. He thought there must be something about a country boy that excited the ire of city folks.

There was nothing wrong with the boy. He was clean, courteous, and attached to a full grown appetite. But he could not find the right man at the right time. Analyze the situation yourself. Suppose there were 200,000 people in the city and 199,990 of them did not need the services of this boy, why spend time bothering the 199,990? Think of the heart-breaking search for the ten people out of 200,000. Hunting for a needle in a haystack is a profitable and pleasant pastime compared to such a job.

An advertisement—a neat, tasty, human-interest advertisement—appeared in the leading dailies one evening and here is how it looked to the men and women behind the papers:

I will Take Care of your Horses
Tend Your Furnaces in Winter
Your Flower Garden in Summer
Take Care of your Grounds

I am a country boy, 19 years old, strong, no bad habits and just arrived in the city; a skillful horseman, had entire charge of the furnace and grounds the two years I attended high school, and am a very good amateur gardener—including simple landscape work.

If you have work for a young fellow like me, can't I come and talk with you personally for ten minutes? I have a hearty letter of endorsement from our village banker, who has known me all my life.

Call for FRANK SMITH
over Phone 16423-Y.

Guess the answer.

The so-called art of advertising is nothing more or less than the ability to get your story before the right people at the right time—getting the story before the greatest number of such people for the least expense—and the skill comes in when the story is told in a way that induces people to act on your suggestion.

You are in business.

You will admit that your trade does not come from people who never heard of you.

But haven't you felt hurt numerous times when some friend or acquaintance made his purchases in your line from a competitor?

When friends and acquaintances fail to patronize you it is because someone has convinced them that your goods are not the best.

The nut is cracked. You have the kernel.

Preach QUALITY. Advocate the doctrine of good cheer, good farming—and the concentrated truth that good implements frequently contribute to both.

This policy, like the bright, happy, little boy when he climbs on your knee, snuggles close to your vest and invites your confidence, gets the money—because money follows the heart.

Are After a Tariff Commission.

A bill was recently introduced into the United States Senate for the creation of a tariff commission. Should it become law it will be competent for the commission and the President, acting together, to suspend any tariff schedule and put on the free list any article upon which there was such a combination as would control production, prices or wages, either in the United States or any foreign country. The bill provides for the appointment of a commission of nine members, one from each of the Judicial Circuits of the Union. Members of Congress are barred, and stipulation has been made in the bill that not more than five shall be members of any one political party. The introduction of this bill is largely the result of the efforts of the manufacturers of the United States; among those taking action toward this end being many men prominently connected with the agricultural machinery and vehicle business.

About the Same Sized Pile.

"If Adam had, on his first arrival on earth, secured a position which paid him $450 per day, worked at it steadily all these years, never purchased Eve any other raiment than that which was considered sufficient and proper in those days, if he had proven a successful tax-dodger and never invested his money except in government bonds, he would have just about the same sized pile as John D. Rockefeller, the uncrowned king of the oil world, who is reputed to have today $1,000,000,000."

The foregoing argument is reported to have been used by Governor Cummins of Iowa, in an addustry and acquiescence in necesdress before the Illinois Chautauqua These figures were used as the basis for the assertion that no man could become as rich as John D. Rockefeller without practicing dishonesty.

PERMANENCY

Sometimes when business is a little slow the dealer is tempted to handle goods that have nothing to commend them but cheapness.

Don't jeopardize your well-earned reputation by offering for sale vehicles that you know aren't up to *Studebaker* quality.

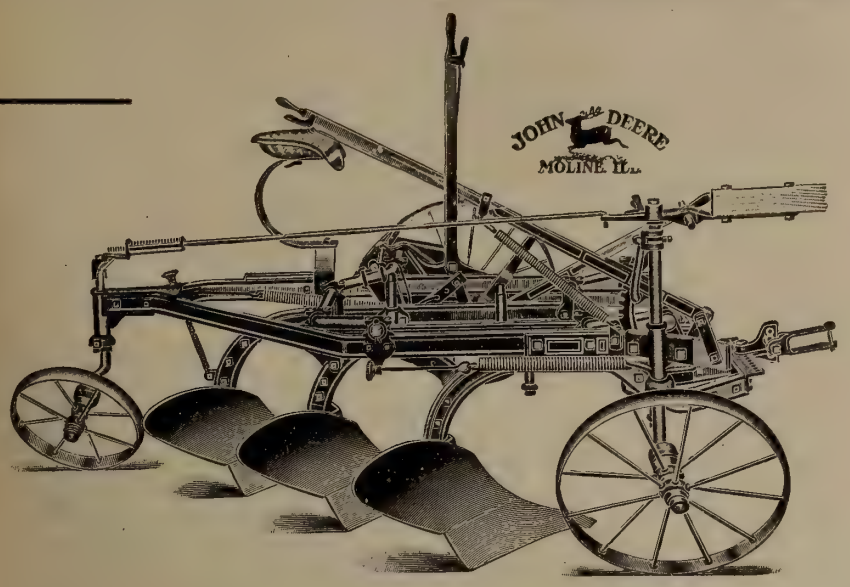
One time sales do not build up a business; its re-sales that put the dealer on a solid footing and make his business permanent.

The dealer who sells *Studebaker* vehicles is building up a permanent trade—a trade that will stick. There is nothing that holds trade like quality—*Studebaker* quality.

"Trade that stays is trade that pays."

Studebaker

Brothers Manufacturing Co.,
SOUTH BEND, INDIANA
Largest Vehicle Manufacturers in the World



DEERE PLOWS

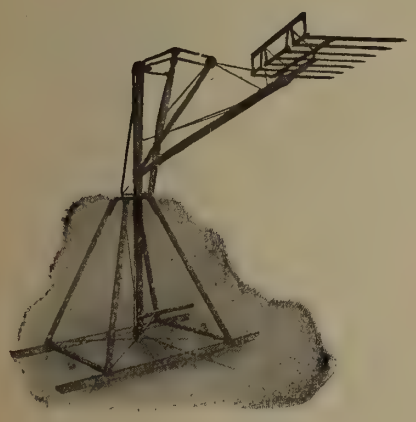
JOHN DEERE TRADE MARK JOHN DEERE MOLINE ILL. not only safeguards your customer by guaranteeing to him the best there is in plow construction, but there is hardly a boy so young or a man so old that he does not recognize it as the sign of the world's standard in agricultural implements.

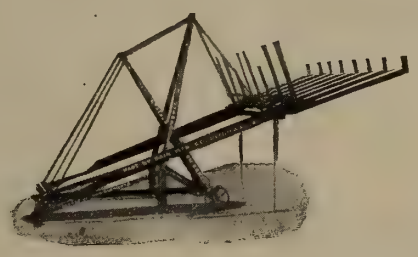
These facts are significant to a dealer, because his interests are best conserved by offering for sale those articles with which the people are most familiar.

Place several plows on sale together and if the trade mark on one of them causes it to be selected six times out of ten—then that trade mark has a money value to you.

John Deere Plow Company Limtied

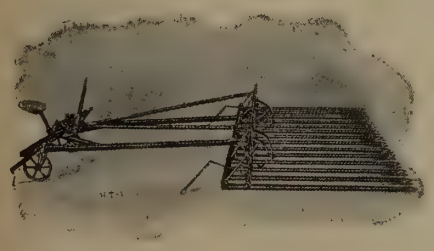
WINNIPEG Regina Calgary Edmonton





Wherever hay is raised dealers can make money selling the

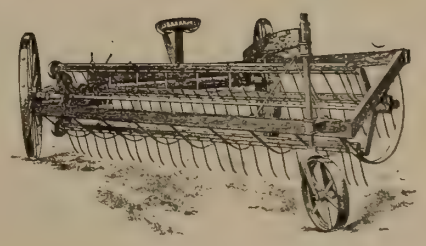
GREAT DAIN LINE OF HAY TOOLS



The TIME, HAY and LABOR SAVING features Dain Tools possess and the supreme satisfaction they give the users will spread a reputation for efficiency over your entire territory and will cause hay makers to come to you for DAIN Tools.

The Dain Line comprises a variety of tools from which any hay maker's requirements can be supplied with equipment especially adapted for his use.

Write at once aud secure the agency for this money-making trade-building line of Hay Tools.



General Agents JOHN DEERE PLOW CO. LTD.

WINNIPEG REGINA CALGARY EDMONTON

DAIN MANUFACTURING CO OTTUMWA, Ia. U.S.A.

L. D. KOSER, Preston, Ont., Canadian Representative.

Dairy "Special" in Saskatchewan.

The officials of the Department of Agriculture for Saskatchewan have arranged with the Canadian Northern Railway Co., for a series of dairy demonstration meetings along their main line. They have secured the exclusive use of a passenger coach, in which they intend placing a complete modern dairy outfit suitable for farm purposes, but which will have ample capacity for visitors. The car will be moved from place to place by the railway people, who will set it off at the following points on the dates given hereunder:

Vonda	June	19-20
Togo	"	22-23
Kamsack	"	24-25
Canora	"	26-27
Invermay	"	29-30
Kuroki	July	2-3
Wadena	"	4 & 6
Quill Lake	"	7-8
Englefield	"	9-10
Humboldt	"	11&13
Dana	"	14-15

Demonstrations, with full explanation, will be given each afternoon at 2 p.m. sharp, on the following subjects:

Separation of milk; Salting; Handling Cream; Working; Cooling Cream; Preparing Butter for Market; Preparing Cream to Churn; Marketing; Churning; Milk Testing; Washing.

In addition the lecturer will speak on milking, care of milk, and how to ascertain the value of the individual cow from the standpoint of milk and fat production.

The complete programme will fully cover two afternoons, and for this reason those in charge of the meetings desire that as many as possible attend both days. We are satisfied that they will appreciate whatever publicity dealers in the points mentioned can give to these meetings between now and the dates set. The meetings will start promptly at the hour advertised.

Have Added a Cream Separator.

Through an oversight, such as is bound to occasionally happen in even the best regulated newspaper offices, we failed to mention in our reading columns last issue that Tudhope, Anderson & Co., of this city, Regina, and Calgary, had added a hand cream separator to their already well-known line. This machine is known as the Standard, and is built by the Standard Separator Co., of Chicago, the deal being concluded here through the agency of Mr. C. C. McDonald, who is the manufacturer's representative in Western Canada.

This cream separator is made in three sizes and has a skimming capacity varying from three hundred pounds of milk per hour to six hundred and fifty pounds of milk per hour. It is compact and neat in appearance, and is fully covered by the maker's guarantee. Among the features which the manufacturer and agents claim for this separator are the following: Low down supply can; high crank; chain drive; top feed to bowl; patented skimming accelerator; swinging milk tank; automatic oiler, and numerous other things. Dealers desiring information concerning this machine are requested to drop the agents a card. Catalogues will be furnished on request.

The Most Desirable Type of Separator Agent.

Some little time ago we had the pleasure of a visit from a gentleman, who, for a number of years, has been intimately associated with the cream separator business. During this period he has occupied many positions of responsibility that brought him in close contact with retail dealers, while latterly he has been engaged in some special work in connection wth the appointment of agents. In view of his experience we felt that he could give us some valuable pointers and hints relative to the business that would be of use to our readers.

Among other topics discussed was that class of dealers separator concerns like to do business with. Having been over the territory our visitor was quite eulogistic over the class of men who are handling machines in Western Canada. One thing led to another and he finally wound up by giving us some idea of the type of man separator houses endeavor to secure in the capacity of local representative.

U. S. CREAM SEPARATOR

DEALERS: You know it's easy to sell a line that everybody knows is "O.K." That's why dealers who go into the question thoroughly prefer to offer their trade the 1908 improved

U.S. CREAM SEPARATORS

Should you start to-day to sell the U. S. Cream Separator, you would be adding an article to your already profitable line of good, swhich sells easy, remains sold, and always gives the most complete satisfaction to its users.

Users are sending daily, words of gratitude, the country over, and speaking in highest praises of the reliable U. S.

What could be more convincing of its worth and durability than the letter which appears below, coming as it does from such a reliable source.

From the President of the Wisconsin Dairymen's Ass'n., and Celebrated Breeder of Jersey Cattle.

Rosendale, Wis., March 24, 1908.

There has been in constant use at "Prospect Hill Jersey Farm" for nearly 20 years a United States Cream Separator. This ought to be positive evidence of its superiority over other machines, as the manager and owner of this farm is always seeking for improved methods, and in all that time has found nothing to take its place, speaks well for its durability and perfectness of work.

F. H. SCRIBNER,
Prop. Prospect Hill Jersey Farm

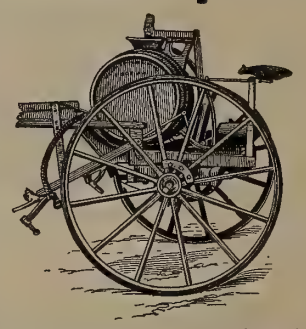
Prompt Deliveries from 18 Distributing Warehouses in U.S. and Canada

VERMONT FARM MACHINE COMPANY
BELLOWS FALLS, VT.

ASPINWALL POTATO MACHINERY

Illustrated Catalogue and Booklet on Potato Culture Free.

Four Row Sprayer.



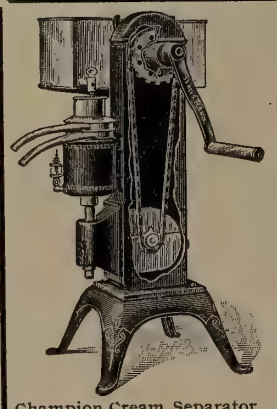
Cutters, Planters, Sprayers, Diggers, Sorters,

Stock carried in Winnipeg

The World's Largest Makers of Potato Machinery.

Address Head Office:
ASPINWALL MFG. CO.
404 SABIN ST., JACKSON, MICH., U.S.A.

Canadian Factory—
GUELPH, Ontario, Can.



Champion Cream Separator.

HIGH CRANK—LOW TANK

HERE'S A TRADE WINNER

CHAMPION CREAM SEPARATOR

The machine that has never been defeated in a contest.

Recommended by all Dairy Schools.

Write us for Dealers' Discounts and Catalogue.

TUDHOPE, ANDERSON & CO., Ltd.,
WINNIPEG, Man.

Manufactured by STANDARD SEPARATOR CO., CHICAGO, ILL.

C. C. MACDONALD Factory Representative,
141 Bannatyne Ave. East, WINNIPEG.

BRADSTREET'S

Established 1849 Capital and Surplus $1,500,000
Offices throughout the civilized world. Correspondence invited.
EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.
OFFICES IN CANADA—Halifax, N S., Montreal, Que., St. John, N.B., Hamilton, Ont. Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que, Vancouver, B.C.
C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

The primary qualification looked for by those engaging a separator agent was a man who could be absolutely depended upon, a thoroughly honest, upright, square-dealing, reliable man. Any manufacturer was glad to have such a man on his books as a representative. If known to be a good business man, having enough capital to enable him to take care of all discounts, etc., offered, and with a reputation for paying promptly, so much the better. If, however, an agent making application for the handling of a cream separator is know to be the least bit inclined to crookedness or not strictly honest in every particular, most manufacturers are prepared, as a rule, to give him as wide a berth as possible, while if they do give him a contract for the handling of lines which they manufacture they watch him as closely as circumstances will permit.

Another essential looked for by makers of cream separators in the selection of agents was men with ability to hustle. Unless a man was known to be a hustler and willing to push for business it was considered a mistake to give him a contract if such a man could be got. Manufacturers assumed that a man not active after business simply tied up what would otherwise be good territory. If an agent lacked the going powers necessary to be on a continual still hunt after orders there was no use in such a man making an effort to secure a contract from any of the makers of high grade separators. Not only was a poor agent undesirable because of his holding an exclusive contract over territory that he did not work, but also because he rendered it very much more difficult for any man who might be appointed to replace him. The latter had to overcome all the prejudices created by the former, and in many cases this could only be accomplished after much trouble.

Our visitor considered that enthusiasm was another important factor in the attributes of the best kind of separator agent. Not only must a dealer be enthusiastic about the particular machine he is selling, but he must realize and know the full possibilities of the hand cream separator as a necessity on every farm where cows are kept for milking purposes. It is not sufficient that he be satisfied with the profits derived from the sale of one or two machines. The manufacturer wants an agent to see beyond that, he wants him to recognize the fact that he would like to have the entire business in separators from that district. He wants the dealer to have the commission on all these sales, and he knows how much enthusiasm contributes towards this end. The best manufacturers have long been aware that the safest and best way to handle the cream separator business is to do it through the medium of local dealers, that's one reason they want enthusiasts as agents.

It was the aim of makers of cream separators to engage men as agents who were not "commission cutters." They strived to eliminate such individuals from their boks, having very little use for those prepared to sacrifice their profits in order to secure sales. The dealer who does not cut his price was considered by the manufacturer as the best kind of an agent because in addition to getting what the machine was reckoned to be worth to a farmer the holding to one price gave it a standing in the community. The agent with a proclivity to cut his commissions was considered to reduce the standing of his separator in the district surrounding his place of business. No "commission cutter" is wanted by the best houses.

Another requisite in a dealer was ability to take care of a machine when out of order. The man with a knowledge of separator construction and some mechanical experience is always worth more than a man lacking this information. It's what a man has from the neck up that counts, not what he has from the collar down. Being able to fix and adjust a machine when it goes wrong, as they all do at some time or other, begets confidence on the part of the farmer and that is a big help towards profitable business building.

Our friend stated that there were many other things but these were prime necessities in the most desirable type of separator agents.

A Political Question.

The principal bone of contention in the House of Commons during the past month has been the Aylesworth Election Act. Both parties have been scrapping over it in a manner that warrants suspicion. Is it possible that either side would be ready and willing to accept a really pure election law, or is such a thing an utter impossibility under our present party system?

Calgary.

Mr. W. J. Verity, General Manager of the Verity Plow Co., of Brantford, Ont., recently spent some days at the Calgary branch of the Massey-Harris Co. He returned east via Lethbridge.

Mr. E. A. Mott, Western Manager of the Cockshutt Plow Co., visited the local branch of his company on his return trip from the Coast cities. He timed his trip so that he would reach Winnipeg about Victoria Day.

The warehouse and stock of the High River Implement Co., of High River, were destroyed by fire early in May. The blaze started while the proprietors were away at lunch, and before it was noticed had made great headway and was

FLORENCE WOOD PUMPS

will outwear any other wood pump on the market.

They are made to meet the weather conditions of Western Canada. Every pump is fitted with frost plugs.

The cylinders are lined with best quality porcelain and will last a lifetime.

Every tube is made from thoroughly seasoned wood and is tested under 60 pound steam pressure.

Write us to-day for particulars of these pumps and Melotte Cream Separators.

Melotte Cream Separator Co.

WINNIPEG LIMITED CALGARY

W. ANTLIFF, Manager.

Agents for Ideal Gasoline Engines.

FOR FOLKS WHO DEMAND THE BEST

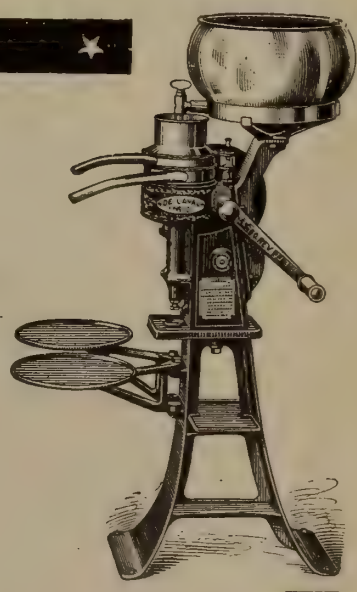
THE NEW MODEL

De Laval Cream Separator

Beautiful in Design
Perfect in Construction
Everlasting in daily use

Built like a watch and finished like a piano but costs less than inferior antiquated machines. It is sweeping the field.

Ask for the new 1908 catalog—as interesting and superior as the machines themselves.



The De Laval Separator Co.

Montreal WINNIPEG Vancouver

beyond all control. Splendid efforts were made to save the stock but without avail, everything becoming a sacrifice to the anger of the fire god. The Company carried about $3,000 of insurance, which almost entirely covers the loss.

Mr. J. J. Bonnycastle, one of the best known implement salesmen in this province, has accepted a position with the Alberta branch of the Massey-Harris Co.

Mr. J. P. Minhinnick, general agent for the Frost & Wood Co., spent some days at Macleod and intervening points during the past couple of weeks.

Mr. A. L. P. Gibson, traveller for the Massey-Harris Co. from Calgary to Cowley, recently resigned his position. It is not yet known what are his future plans.

Mr. W. G. Hunt, manager of the Alberta branch of the Massey-Harris Co. spent Victoria Day in Regina, taking a few days at the same time to attend to various business matters while in that city.

Conditions in regard to crops in Alberta continue to be the most favorable in years. The weather has been perfect for producing growth. It has been fine and warm, while Central and Southern portions of the province have been visited by heavy rains for several hours a day during the ten days from May 14th to 25th. As a result fall wheat, spring wheat,, and oats are showing up remarkably well; the fall wheat in a number of cases being ten inches high, and in one or two places even higher than that. Business men are naturally feeling optimistic, although this feeling is not evidenced by any rash ordering forward of machines. With the bright outlook at present, and a continuance of favorable weather for the balance of the season there should be many opportunities for the dissemination of real "boomer" stories when the "frost is on the pumpkin."

A very novel and successful business trip was planned and carried out by the Alberta Wholesale Implement & Carriage Dealers' Association recently, when the heads of most of the big houses here travelled over Southern Alberta in automobiles. The party followed out a schedule comprising the visiting of each town along the line, spending a certain length of time at each of these places, giving the different managers ample opportunity to visit their respective representatives. This trip took in every town between Calgary and Macleod, west to Pincher Creek and Cowley, across to Cardstone, back to Lethbridge, east to Medicine Hat, and up the main line to this city. The trip covered about five days, and as it permitted the party to deviate from the line of railway travel it afforded a better chance to obtain an accurate and reliable idea respecting conditions in different portions of the territory covered. The trip commenced Monday morning, May 11th; the following gentlemen making up the party: W. G. Hunt, Massey-Harris Co.; J. A. Brookbank, International Harvester Co.; J. A. Latimer, Cockshutt Plow Co.; H. A. Dunn, John Deere Plow Co.; S. H. Roe, Tudhope, Anderson & Co.; and E. M. McCammon, J. I. Case T. M. Co.; all of Calgary; T. Bellamy, of the Bellamy Implement Co., of Edmonton; and R. J. Hutchings, of the Great West Saddlery Co., and W. G. Fowler, of the Winnipeg Rubber Co., both of this city. Three automobiles were chartered and a start made from here amid threatening clouds. Later in the day rain started and for the next three or four days Jupiter Pluvius held sway for a number of hours each day. When the bunch got to Cardstone they decided to acknowledge the supremacy of the weather man and hiked back to this city by train. Despite the unfavorable weather all were well pleased with the trip, and had the elements been more considerate, or as considerate as they had been for the three weeks previous, the trip would have resulted in something to write home about. The retail dealers of Claresholm had a banquet prepared for the party on Monday night, but owing to the fact that wet roads caused delay, and one car got lost on the way, only one party arrived in time to partake of the hospitality of the retail dealers. Several amusing incidents happened the automobile party while on their trip. On the first day out, when the car containing Messrs. Hunt, Hutchings, and Fowler, was doing its level best to make Claresholm in time for supper, the driver got lost near Stavely, getting into a slough. Here they were likely to have stayed had not a cowboy happened along and with his lariat connected his horse with the car and, assisted by the well-known Calgarians up to their knees in mud and water, landed it high and wet on solid ground again. They reached Claresholm next day. The following points were visited: Okotoks, High River, Cayley, Nanton, Stavely, Claresholm, Granum, Macleod, Pincher Creek, Cowley, Cardstone, and Lethbridge.

It is expected that an automobile party will visit points in Northern Alberta shortly after the Dominion Fair. A larger number is said to be planning to take this trip in should it materialize.

Arrangements are in full swing to make the Dominion Fair at Calgary, from June 26th to July 9th, the most successful fair ever held in Western Canada. As your correspondent I must say that it will pay every person to come and see one of the finest provinces, and one of the finest cities for its size in Canada. Excursions will be run to Banff and Edmonton, and arrangements are being made to take care of the vast crowds that are sure to come. Special rates on all railways will make it possible to visit the fair at a reasonable expense. The fare from Winnipeg will be $18.05, intermediate points in proportion. Everybody come.

Winnipeg Fair and United States Exhibitors.

United States Consul John E. Jones, of Winnipeg, in a recent report to his Government, which appeared in a recent issue of the Daily Consular and Trade Reports of that country, had the following to say regarding the advantages afforded by the forthcoming Winnipeg Industrial Exhibition in extending the sale of American made goods in Western Canada. It says: "It would be difficult to overestimate the material good which results from the exhibition of American-made goods at the fairs throughout Canada. This is especially so of the northwest provinces, where so many American farmers have taken up farms. A special effort should be made this year by manufacturers to show their products at these fairs. They are largely attended by the people the manufacturers seek to

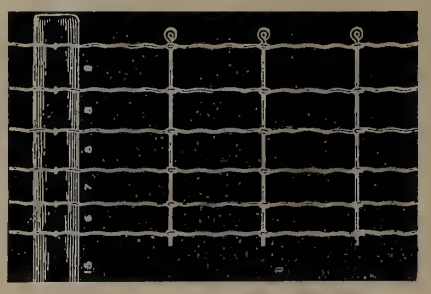
TWO IN ONE HARROW AND PLOW

Kramer's attachment makes one job out of two, and gets the land in finest condition by harrowing when the soil is first turned up

KRAMER'S ROTARY HARROW PLOW ATTACHMENT

does the work perfectly. Regular rotary harrow which attaches to any gang or sulky plow. It levels, pulverizes and makes a mulch of the "moist soil," that is not possible after the ground dries and "sets." Draft only slightly heavier—you'll be surprised to see how little. Every farmer needs this great time and labor saver. Our proposition is of interest to the Dealer. Write for circular No. 26.

The E. M. KRAMER CO., Paxton, Illinois.



Your Customers will come back for MORE!

Strength and Durability combined with reasonable prices make the **"LONDON FENCE"** and **"LONDON GATES"** the easiest for the Dealer to sell and the Best for the farmer to buy.

Don't lose any time. Send for our prices and catalogue TO-DAY.

LONDON FENCE Ltd.

PORTAGE LA PRAIRIE, Man.

interest, and the practical demonstration of new devices at these gatherings brings practical results.

The farmers of Western Canada are progressive. They want the latest improved farming implements and machinery. Advertising through farming journals does some good, but the average farmer would prefer to see an actual operation. Then he judges for himself.

Increased interest is evident in motor vehicles and farming implements generally. Labor-saving devices are in demand. The yearly battle of the farmer is for sufficient labor to garner his crop. Thousands of workers are brought west by the railroads at reduced rates to do the work. At no time has the supply equalled the demand, so that any machine which reduces the amount of labor is welcomed.

These agricultural fairs are instructive; they make for progressive farming and stimulate the farmer to improved conditions. The time has passed for the old methods. Complicated machinery is no longer an insurmountable barrier between the manufacturer and farmer. The latter to keep abreast of the times has learned and is learning how to handle machinery. The old-fashioned country blacksmith, whose ability was limited to welding and the simpler forms of forging, has been supplanted by the mechanic of advanced ideas. No longer are there vexatious delays in sending long distances to have machinery repaired. If the general store does not keep the duplicate parts the new "smithy" makes it.

The farmers of Western Canada want the best, and are able to pay for it. Every year finds thousands of new settlers taking up land. These for the most part come without implements of any kind, and need immediate outfitting. Many of the leading manufacturers of farm implements operate branches in Winnipeg, and from that city distribute their goods.

Each year a great "exhibition" is held in Winnipeg. The railroads run special trains from all over the province and special excursion rates are given from all points. The importance of this opportunity to display American-made goods has not been fully appreciated. While it is true that the American exhibit is large, it is by no means commensurate. It should be representative. Western Canada offers a field for American-made goods second to none. This neighboring market should be thoroughly exploited now. The American manufacturer can ill afford to wait. The new settler should be started right. He should be equipped with American-made goods. If his start is right and his equipment good he continues a customer.

The crop is well advanced when "fair time" comes, and the farmer's time is his own. The country fairs attract him. He is in the market for something new and useful. The growing crop represents gold dollars to him, and he wants to invest.

The best of the western Canadian fairs is the one held in Winnipeg. It is conducted by an organization of gentlemen whose purpose is advancement for the country. There are no dividends declared, no matter how much money is made. The surplus goes for prizes and improvements. This year the Winnipeg exhibition will be held from June 11 to 17.

One of the features this year will be the competition for light agricultural motors. A gold, a silver, and a bronze medal will be offered as the three prizes, which will be awarded by a competent committee based upon the following points: (1) Weight of motor; (2) horse-power developed; (3) fuel and water consumption; (4) distance that can be travelled without replenishing; (5) turning capabilities; (6) protection of working parts from mud and dust; (7) accesibility of all parts; (8) travelling speeds; (9) ease of manipulation; (10) clearance of working parts from ground; (11) steadiness of running for belt power, and (12) selling price f.o.b. Winnipeg. I shall be pleased to assist in the proper exhibition of American-made goods.

The Winnipeg Galvanized Steel Watering Trough
(Patented). Made in five sizes.
FROST CAN'T HURT IT.

Here are illustrations of two new lines that are MONEY MAKERS for implement dealers. Write us for particulars and prices. They will interest you.

We are now Western Agents for the

Aylmer Line of Scales and Pumps.

Get our hangers and catalogues and don't forget the **Old Reliable Canadian Airmotor** and **Stickney Gasoline Engines,** when talking power and pumping propositions to your customers.

ONTARIO WIND ENGINE & PUMP CO. Limited
WINNIPEG.

Standard Well Drills
The latest and most up-to-date rigs on the market.

FAIRCHILD WAGONS

Have been thoroughly tested and tried by many thousands of farmers, and each year the sales have greatly increased.

THEY ARE

Light Running **Well Finished**

Attractive in Appearance

And made by thoroughly experienced Mechanics.

Each wagon is built of the very best materials throughout, every stick of which is perfectly air-dried. Our guarantee is back of them.

Write us **JOHN DEERE PLOW CO., LIMITED**
WINNIPEG REGINA CALGARY EDMONTON

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published Monthly by
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F. D. BLAKELY, Manager
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CORRESPONDENCE
solicited from dealers, jobbers, general agents, travelling salesmen, manufacturers and others, on matters pertinent to the agricultural implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign name. This paper reserves the right to edit all matter submitted but does not undertake to endorse opinions expressed in its correspondence columns.

Member Western Canada Press Association.

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WINNIPEG, CANADA

JUNE, 1908.

The Best News is Good Crop News

The best kind of news to get these days is not based on the possibilities of an early Dominion election, on the likelihood of a railroad to Hudson's Bay in the near future, on the coming Olympic games in England, on the rapid recovery from the past depression, on the rise or fall of exports and imports, but on the outlook for a successful crop.

Advices from all over the West bear out the statement that practically all seeding was completed by the end of May. So far as wheat is concerned ninety-five per cent of the crop was in the ground by the middle of the past month. Sowing was general all over the West April 15th, which was from a month to five weeks earlier than last year.

The weather has been all that could be desired. Towards the third week in May heavy showers were general all over the country, in some sections being followed by falls of snow. Practically no frost has been experienced to date, so that all this spring has been an ideal one from the standpoint of the farmer.

The earliness of spring to a considerable degree removes the danger from fall frosts, because if favorable growing and ripening weather intervenes between now and the time the grain should reach maturity harvesting should be pretty well over before any frost is due to throw its blighting mantle over the fair prairie. If the weather man will only bring all his influences to bear to ward off hails and heavy wind and rain storms he will confer a favor on the people of Western Canada for which he will long be remembered with feelings of gratitude.

It is safe betting that the best news is favorable crop news, and like fine wine its quality will increase with age.

Take a Vacation.

Now that the season of the year is almost here when the business of the implement and vehicle dealer is more or less inclined to be slack, it seems appropriate to introduce the subject of summer vacations. Now, don't throw up your hands in holy horror at the suggestion. Rather, think it over.

Many business men are prone to underestimate the value of brief holidays, and to neglect taking them when the opportunity occurs. To get away to the silent woods, or out among the breezy lakes; in other words, to get back to nature, is worth a couple of weeks of any man's time. He comes back to his affairs with renewed interest, greater vigor, and better health. A fortnight away from the cares and perplexities of business, spent in rest and recreation, should be aimed at by as many dealers as possible.

The Time Opportune for Painting and Repairs.

If business is just the least little bit quiet at the present time wouldn't it be a cracking good stunt to make any repairs on the warehouse that are necessary? Perhaps a new coat of paint would greatly improve the appearance of your place, and now, when trade is inclined to be a trifle slack, should be a profitable and opportune season to do this work. In another month or two the opportunity will have passed because you will be out chasing up your harvest business, making deliveries, looking after fall sales, and getting ready for your collections season. How about it?

Western Rates Case to be Argued Again.

It has been decided by the Board of Railway Commissioners for Canada that the Western Freight rates case will have to be re-argued before them at Ottawa. Shortly after the death of the late Hon. Judge Killam the Commission wrote the different parties interested in the case if they were prepared to accept a decision by the new Chief Commissioner, Hon. Judge Mabee, and the Board, on the basis of the evidence and argument submitted before Judge Killam. As far as can be learned this was satisfactory to the business organizations of the West, but the Canadian Pacific Railway demurred and asked that the argument in the case be re-heard by the Board. To this the Board agreed and it is likely that sittings will be held in Ottawa with this end in view in the course of the next month or six weeks. It is understood that in a case where the evidence is submitted and the judge subsequently dies either of the parties involved are entitled to have the evidence and argument re-heard by the deceased judge's successor.

Protecting Stocks and Creditors.

When any man buys goods on credit it is a recognized principle that the creditor should receive every possible protection. In the business world, especially between wholesalers and retailers, it is recognized that this principle should prevail. Therefore it is incumbent upon the dealer, not only in his own interests but also for the protection of those from whom he buys his goods, to carry fire insurance upon his stock and buildings. Not only is it the correct thing to do this because it is right, but from policy it is one of the things that gives a creditor great confidence in the man with whom he is doing business.

If a dealer suffers a serious loss by fire the basis of settlement is largely dependent upon the amount of insurance carried. If there is none, or very little in proportion to the value of the stock or building, the dealer's honesty and integrity are not unfrequently called into question by the insurance appraisers, while his business and managing abilities are condemned without hesitation. His future as a dealer is practically at an end. If he wants to continue in business he encounters difficulties he never dreamed of before.

Should, however, he be carrying a good line of insurance the condition is just the reverse. The valuators in their efforts to reach a basis of settlement are ready, as a rule, to help him in every possibie way. The men from whom he has secured credit in the past are willing, generally, to help him get on his feet and regain his place in the business community.

Further, it is a guarantee of honesty to be well insured. Every member of the trade should realize that the insurance companies are the vindicators or the accusers of their honesty, and it should not be forgotten that the man who gives the greatest protection to his creditors will win their confidence and get their support in any hour of adversity that may befall him.

Can You Help Stop This?

What do you think of this trucking and trailing of goods through the country? If there is one kind of business more than another that should be fought from start to finish by retail dealers and country merchants it is this business of trucking goods through the country and selling them to farmers and others.

It is stated on good authority that there is considerable of this kind of business going on in the West at the present time. It is known that some individuals who make a practice of buggy trailing in the Western States have made enquiries as to the prospects for this kind of business on this side of the line.

In view of this dealers should bring all their influence to bear on the authorities of the various towns and municipalities to have these peddlers pay a license, and it should be a good heavy license. This is the best remedy for this sort of thing, and it is a legitimate one. Why should these people who pay no taxes, or who own nothing in the communities, be allowed to scour the country after business without a charge, while every implement and vehicle dealer and merchant is compelled to contribute of his earnings towards the support of his district?

Why should this be? Why is not influence brought to bear to put a stop to it? This should have the attention of every dealer and he should make every effort he can to stop this kind of business.

Our Popular Voting Contest.

It is with great pleasure, due to the splendid efforts of the contestants, and the keen appreciation and approval shown by numerous dealers, that we make another announcement to the trade of Western Canada relative to the standing of those competing in our Popular Voting Contest in Saskatchewan, and also in respect to the progress that is being made now that we have turned the middle milestone on the course of our competition.

As August 31st approaches interest in the game is bound to increase, and the fact that our returns for May were larger than those of the preceding month is evidence that the dealers throughout the West are becoming more and more anxious regarding the final result as the time limit draws nearer.

At the end of May Mr. H. H. Kohlman, of the John Deere Plow Co., continued to hold first place. Every few days throughout that month he sent in a goodly batch of subscriptions, making a grand rush at the finish, this last enabling him to hold his place over his nearest competitor.

The surprise of the month came in the candidacy of Mr. William Bourke, of the Parlin & Orendorff Canadian Plow Co. He jumped from third to second place, and his gains have cut Mr. Kohlman's margins to the quick, so that if he maintains his rate of going for another month there will be "something doin'."

We expected much from Mr. Alex. Tait, of the Massey-Harris Co., but he fell down in May, though he may be holding back for the remaining months of the contest, and several of his friends have told us that he will figure prominently in the issue within the next few weeks.

As to Messrs. Murphy, of the Ontario Wind Engine & Pump Co., and Ed. Cahill, of Wm. Gray & Sons Co., they are evidently taking it easy. It is pretty safe betting that unless one or the other makes substantial gains during the next three months one of them will be left at the bottom, though which one it will be hard to say.

During the next three months it will be the votes that will count. Good wishes will not help any one of the contestants to spend our One Hundred Dollars in Gold.

Our Popular Voting Contest

The Contestants and their standing

NAME	COMPANY	REMARKS
1. H. H. Kohlman	John Deere Plow Co.	Still leading.
2. Wm. Bourke	Parlin & Orendorff Canadian Plow Co.	Making splendid gains.
3. Alexander Tait	Massey-Harris Co.	Stands third now.
4. J. P. Murphy	Ontario Wind Engine and Pump Co.	TIED.
5. Ed. Cahill	Wm. Gray & Sons Co.	TIED.

Votes might. Any dealer living within the confines of Western Canada is entitled to vote. Don't forget that. If you have not already done so, now is the time to send in your subscription and register your votes. All moneys and subscriptions will be acknowledged.

Gets Much. Wants More.

If there is one man whose nerve we like just a little bit better than that of anybody else it is Kaiser William of Germany. At the present time he draws $3,840,000 annually from Prussia, one of the states of the German Empire. Now he is agitating for more contending the above amount is not sufficient for the maintenance of his office with fitting dignity, and it's more than likely that "the gentleman of the mailed fist" will get what he wants.

Insist on Prompt Settlements This Fall.

With every sale you are making, and upon which you are granting credit, are you impressing the buyers that you will expect settlement as soon as their notes fall due? It is early in the season to commence worrying about collections, but, you know, forewarned is forearmed. If a farmer knows that you are expecting your money immediately his paper reaches his maturity he will try and make some preparation to accommodate you.

Last year much progress was made towards a better understanding of the question of settlements. Many dealers went after their money with the avowed intention of stopping the policy of drifting that has been one of the greatest curses of the implement and vehicle trade. This year it is hoped that greater advances will be made, and every dealer who resolves to get his money when it becomes payable, and who goes after it vigorously, will be helping towards that end.

While all are hopeful as regards the outcome of the season's crop, and the prospects at the present time are of the kind to make even the most confirmed pessimist an optimist, nevertheless the farmers are not plunging and are making due preparations for the redemption of all their outstanding liabilities this fall. This is a good sign and one that augurs well for the implement men of Western Canada. If the crop comes off without spot or blemish it is safe to say that this will be one of the best collection years our dealers have ever experienced. The lessons of the past will not be forgotten and the farmers will be more ready and willing to pay their bills promptly than ever before.

So far as the jobbers of the West are concerned we are satisfied that they are looking forward to prompt settlements from dealers. In view of this it is up to the dealer to see that he protects himself. The only way this can be done is to make every consumer of implements and vehicles understand that he will be expected to meet his obligations when they mature. Sow the seed of promptness now and garner the results from it this fall.

International Exposition in Belgium.

In 1910 an International Exposition will be held at Brussels, Belgium. The Government of Belgium are greatly interested in the proposed event and have granted a large sum of money for carrying it out. This will be a splendid opportunity for those Canadian manufacturers seeking European trade making an exhibit of their goods. It is expected the opening will be set for May 1st, 1910.

Personals.

Mr. A. Bell is the name of a new dealer at Glen Logan, Sask.

Mr. R. E. Angor has opened a place for the sale of pumps at Radisson, Sask.

The firm of Brown, Rarich & Co., of Howell, Sask., has been succeeded by Geo. M. Brown & Co.

Janzen Bros., have started an agricultural implement and vehicle business at Guernsey, Sask.

Mr. R. J. Rutledge of Lauder, Man., recently took over the business of Mr. J. I. Casselman of the same place.

Jones & Campbell, well-known members of the implement trade at Miami, Man., sold out a short time ago to Mr. Fred Seip.

Mr. Figgins has been succeeded in the implement business at Mowbray, Man., by Mr. J. W. Johnston.

Halldorson Bros. have commenced in the implement trade at Foam Lake, Sask.

Beattie & Fleming, the well-known dealers of Harrowby, Man., were succeeded a short time ago by Mr. D. Hogland.

Mr. R. W. Humphrey is among the latest additions to the ranks of the implement trade. He has started business at Waldeck, Sask.

Mr. W. Quaid recently took over the implement and vehicle business hitherto conducted at Binscarth, by Mr. Walter Comstock.

Mr. D. S. Carnahan, implement dealer at Virden, Man., has opened a branch establishment at Hargrave, Man.

Mr. S. Mathieson opened up an agricultural implement and vehicle establishment at Bethune, Sask., a short time go.

Mr. W. Waller, implement and vehicle dealer at Binscarth, Man., has retired from the business. It is not known what line he intends to follow in the future.

Gordon Bros., of Carnduff, Sask., and Glen Ewen, Sask., recently disposed of the latter branch to a firm known as McDonald & McCrindle.

Lyons & Thompson, lumber and implement dealers at Lloydminster, Sask., recently sold out their lumber interest to the Burchard Lumber Co.

Mr. W. J. Verity, General Manager of the Verity Plow Co., of Brantford, Ont,. was on a tour through the West recently visiting the different branch houses of the Massey-Harris Co. It is understood that Mr. Verity was greatly impressed with the splendid prospects

for future trade, and very sanguine as to the outcome of this year's crop. Like all the rest of the implement men, however, he likes to let the other fellow do the predicting.

Mr. N. J. Campbell has opened an implement and vehicle establishment at Kamsack, Sask.

Reinach & Theodole are the partners in a new implement firm at Trochu Valley, Alta.

Mr. C. H. Hubbell, special collector for the Canadian Moline Plow Co., recently returned to the factory at Moline, Ill., from a trip over this territory.

Mr. G. G. Archibald recently opened up in the agricultural implement and vehicle business at Bethune, Sask.

L. Ritz & Sons have started in the agricultural machinery and vehicle business at Lockwood, Sask.

Mr. I. C. Nelson, president of the Stewart-Nelson Co., recently made a trip West in the interests of his company.

Mr. Walter S. Coffin a short time ago succeeded to the implement and vehicle business of Coffin & Brandon, at Estevan, Sask.

Mr. John Turnbull, assistant manager of the Sawyer & Massey Co., here, recently visited a number of Western points in the interests of his firm.

Mr. John Bryan, vice-president of Tudhope, Anderson & Co., was in the city for a few days recently on his return from a visit to numerous Western dealers during the past month.

T. W. Prout & Sons, of Portage la Prairie, Man., had their warehouse and stock destroyed by fire early in May. From reports received they carried considerable insurance. They have started to rebuild.

The Manitoba Windmill & Pump Co., of Brandon, Man., owing to the increased demand for their goods in Northern Saskatchewan, have found it necessary to increase their travelling staff in that district, and have made arrangements with Mr. S. T. Orchard to represent them there. Mr. Orchard's headquarters will be at Saskatoon.

Mr. O. E. Breen, of the travelling staff of the Parlin & Orendorff Canadian Plow Co., recently returned to the city from a visit to numerous Manitoba points in the interests of his company. He reported splendid crop weather in the different districts visited and stated that the farmers were most jubilant as to the future.

The O. C. King Lumber Co., who are conducting a general hardware, implement and vehicle, and lumber business at Quill Lake, Sask., disposed of the lumber end of their business to the Dutton Wall Lumber Co., a short time ago.

Mr. W. P. Wells the genial General Agent of the International Harvester Co., at Regina, Sask., was down to Winnipeg for a few hours about the middle of the past month, and, as usual, like all of our good friends, he made us a call, or, at least, he bowed himself into our sanctum turned around and went right out again. During this process, however, he had time to inform us that in Saskatchewan everything was lovely and the goose hung in the same exalted position as of yore. Fine weather, he reported, in plenty with just sufficient rain to make the farmers figure on their future needs in the implement line. It takes more than a winter of 1906-7 and a summer of 1907 to knock the optimism out of W. P. He's just as full of it as ever, and always has a good word for Regina. With lively citizens like Mr. Wells, Regina ought to be alright.

Another member of the implement trade whom we had the pleasure of a call from during the past month was Mr. W. J. Hall, of the Frost & Wood Co., of Calgary, one of the band of hustlers bent on making the "Sunny" province a great field for the manufacturer of agricultural implements and vehicles. Mr. Hall was feeling fine, looking as though married life agreed with him, and he with it and well satisfied with the splendid start made towards a bumper crop. He reported the Calgary trade well pleased with the outlook, and gave us many a good laugh by his anecdotes of a number of Calgary's well known implement men. According to Mr. Hall the members of the implement trade in that city are the best fellows on earth. Well, Mr. Hall ought to know, but we're disposed to say that almost all implement men are in the same category as those of his growing city. Come again, Brother Hall.

Mr. James Anderson, Superintendent of the Chatham Wagon Co., of Chatham, Ont., was through the West on a tour of inspection a short time ago. On his way back he dropped in to tell us all about the outlook, and it's "dollars to doughnuts" that he'll convince a few Easterners that it will be good business policy to keep their eyes on the West this year, and better policy to get after the coming business early,—because it's coming. He was well pleased with the results of his visit and very sanguine regarding the ultimate outcome.

Mr. W. E. Jones has joined the travelling staff of the Manitoba Windmill & Pump Co., of Brandon, Man., and will in future look after their interests in Alberta, with his headquarters at Calgary. Mr. Jones through the past year has been travelling for the Cockshutt Plow Co. out of Brandon. Previous to going with the Cockshutt Plow Co. he was five years with the Deering Division of the International Harvester Co., and previous to that was with the McCormick Harvester Co., with headquarters at Belleville, Ont. Mr. Jones is one of the best known salesmen on the road.

Mr. A. E. Wayte, of the travelling staff of the John Deere Plow Co., was in from one of his regular trips through Southern Manitoba about the end of the month. He, like all the rest of the implement travellers, was the bearer of good news in connection with the crop. Fine seeding weather, good rains, and lots of sunshine, was the burden of his story. He still wears his genial smile and it grows broader as the season advances

Mr. J. E. Ruby, Western Manager of the Frost & Wood Co., recently returned from a ten days' trip through Saskatchewan and Northern Manitoba. While away he visited Brandon, Regina, Saskatoon, Dauphin, and numerous other points. On his return Mr. Ruby informed us that he had a successful and pleasant trip and stated that the crop outlook along the line was very satisfactory.

Mr. M. P. Roblin, of the travelling staff of the American Seeding Machine Co., was in the city for a few days recently in connection with business in the interests of his company. Speaking of trade conditions he reported orders slow at the present time. Neither dealers or farmers desired to take any chances and all were playing safe this season. He reported ample rainfall throughout the different districts, and stated that the grain was coming along splendidly. About the end of the month he left on an extended trip through the West, during which he will visit Edmonton and reach Calgary in time for the Dominion Fair.

The Aylmer Iron Works Co., of Aylmer, Ont, has recently been reorganized, and in future will do business under the name of the Aylmer Pump & Scale Co. The new firm will continue the manufacture of the lines formerly made by its predecessor, but will likely make some additions. Mr. S. H. Chapman, president of the Ontario Wind Engine & Pump Co., was elected president of the new firm, and the Ontario Wind Engine & Pump Co., of this city will control the sale of their products in Western Canada. As the Aylmer Iron Works Co. was very well and favorably known throughout the West, it is safe to predict a successful business for the representatives of the new company.

Mr. E. A. Mott, Western Manager of the Cockshutt Plow Co, recently returned to his desk from a three weeks trip to the coast cities. On his way back he stopped off and spent some days with his company's representatives at Calgary, Regina, and Brandon. He was much impressed with the splendid outlook, and is back home making preparations in anticipation of the big trade that is bound to follow a successful crop. Mr. Mott stated that the foundation was laid for a good crop, the weather conditions being most favorable over the entire country. Trade conditions in his opinion, were picking up, though not really very active just now. He did not consider that there would be much of a revival in this connection before harvest. "Dealers," he said, "are reducing stocks and exercising the greatest caution in the matter of credits, which is a very desirable and wise course to pursue."

Mr. E. E. Ffolkes, President and General Manager the of Wilkinson Plow Co., of Toronto, Ont., was up on a visit to the Stewart-Nelson Co., their Western representatives, since our last issue. As usual Mr. Ffolkes was looking as healthy as ever, and quite optimistic for the future; this condition no doubt being largely due to the reports that have been reaching him regarding the outlook in the West.

Mr. Claude Ladue, who has been representing the Canadian Moline Plow Co., through Saskatchewan, and who bears the

reputation of being one of the most popular men who ever covered that territory for an implement company, recently went south to Fargo, N. D. It is understood that he will continue his connection with the Moline Plow Co., either as their representative on the road through the Fargo territory, or in connection with their Minneapolis branch.

Mr. M. J. Rodney, Manager of the International Harvester Co., of this city, was calling on a number of his representatives during the past month. We recently noticed him, in company with Mr. R. F. Potter, assistant manager of the company here, spinning around in one of the farmer's automobiles manufactured by the International, and from appearances they both liked it.

British Manufactures and Canadian Trade.

It is a remarkable fact that notwithstanding the advantages of tariff and the national relationship the British manufacturer makes little headway towards securing a share of Canadian trade. So far as farm machinery, implements and vehicles are concerned, goods of Old Country manufacture are not reckoned as competition. To be candid about it the makers of these lines in "the tight, little island" have practically ignored this trade entirely, while their foreign competitors, the manufacturers of the United States, have cultivated it most assiduously and with wonderful success.

The principal reason why British makers have not met with results in this territory is due to their own negligence. They failed to realize the opportunities this country offered, in fact it is safe to say that they don't realize them yet. Unlike their more formidable competitors they have made no effort to get business, and consequently have been left far behind in the race for Canadian orders.

Only one or two of the big manufacturers of engines and boilers across the water have shown any interest in the business in this country, but beyond a spasmodic effort they have done nothing. Representatives have been sent to spy out the land but without any change in the policy of their respective companies. Now it cannot be owing to the fact that the country does not come up to what they expect. One or two of these representatives have informed us that they were much impressed with the possibilities and that there was plenty of business here for British makers if properly and systematically developed.

Perhaps the display and competition of light agricultural motors at the Winnipeg Industrial Exhibition this year may bring some change on the part of Old Country makers, but even this is doubtful. It takes a long time to wake these people up to the advantages that are here. Even visiting Winnipeg Fair may not do it. All reports state that the manufacturers of the British Isles lead in the construction of these light motors, so that with the demand that there is for labor saving machinery among Canadian farmers it is not too much to expect that these companies that come to Winnipeg will be brought into a full realization of the good business that awaits them here.

If you have not already done so register your vote now for the most popular salesman connected with the implement, vehicle, and thresher trade in Saskatchewan.

Dignity of Trade

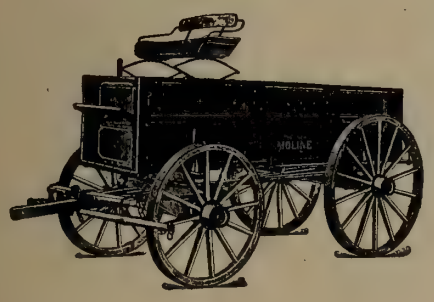
By Elbert Hubbard.

Men must eat, they must be clothed, they must be housed. It is quite as necessary that you should eat good food as that you should read good books, listen to good music, hear good sermons, and look upon beautiful pictures. ¶ That is sacred which serves. There are no menial tasks. "He that is greatest among you shall be your servant." The physical reacts on the spiritual and the spiritual on the physical, and, rightly understood, they are one and the same thing. We live in a world of spirit and our bodies are the physical manifestation of a spiritual thing. ¶ We change men by changing their environment. Commerce changes environment and gives us a better society. To supply water, better sanitary appliances, better heating apparatus, better food served in a more dainty way—these are tasks worthy of the highest intelligence and devotion that can be brought to bear upon them. ¶ We have ceased to separate the secular from the sacred. The way to help yourself is to help humanity. The way to cheat humanity is to cheat yourself. We benefit ourselves only as we benefit others.

The manufacturers of **THE "MOLINE WAGON"**

are adhering strictly to the old method of manufacturing farm wagons exclusively from

"White Oak and Hickory" for the Gearing.



We are enabled to continuously supply our customers with wagons constructed of those select woods, due to the fact that we own our own timber land. This land comprises an enormous acreage filled with the best White Oak and Hickory.

Dealers will be interested in this information regarding the Moline Wagon since the keystone for a dealer's success is the quality of the farm wagon he furnishes his customer.

The troubles that the farmer may have with the implements he uses in the Spring are forgotten at the harvest time. Any faults that may be found with the tools he uses at harvest time are no longer in his mind when he buys his tools for the Spring requirements.

Not so with the farm wagon--it is before him every day in the year and any trouble he may have with it will enlarge on him from day to day.

Avoid dissatisfaction on the part of your trade and buy the "MOLINE WAGON."

MOLINE WAGON COMPANY, MOLINE, ILL., Manufacturers.

GENERAL AGENTS:

JOHN DEERE PLOW CO. LTD.,

WINNIPEG REGINA CALGARY EDMONTON

The Last of the Five.

On this page appears an illustration showing Mr. J. M. Studebaker, President of the Studebaker Bros., Manfg. Co., of South Bend, Ind., preparing for a spin in one of the Electric Victoria-Phaeton automobiles manufactured by the Studebaker Automobile Co. This picture was taken in front of his magnificent residence at Sunnyside, South Bend.

Mr. Studebaker is one of the original Studebaker Brothers, and one of the founders of the great business carried on under their name. He has seen the house of Studebaker grow from a little blacksmith shop in 1852 to what is claimed to be the largest vehicle plant in the world today. He is the sole survivor of the five illustrious brothers.

MR. J. M. STUDEBAKER, Sr.

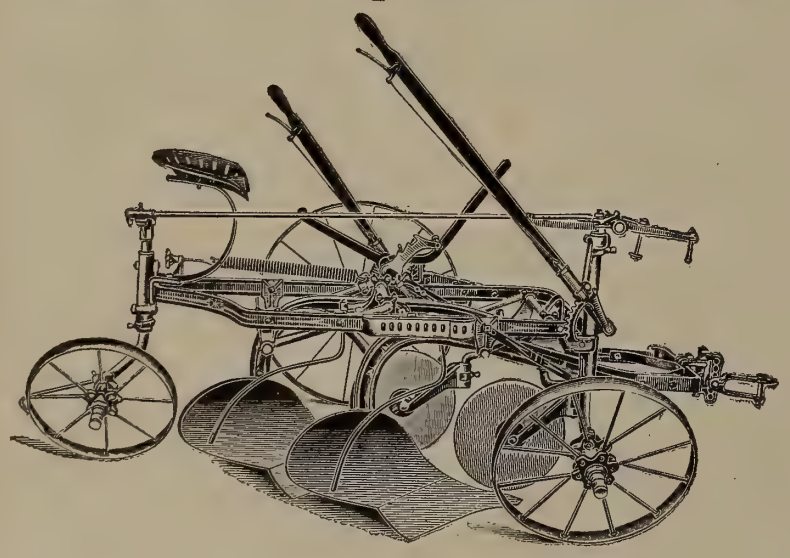
Regina.

Since my last letter weather conditions have continued very favorable for the growing crop. At the beginning of the month we had some fine warm days but later in May this was followed by rain and cooler weather. During this time the growth was somewhat retarded but gave the different cereals an excellent opportunity for getting root. This cold spell came to a termination about May 21st, at which date we had a fall of snow. This lasted for about twelve hours but was gone the next morning. After this it became much warmer and the last week of the past month was practically ideal growing weather. Farmers state that they have had sufficient rain in the meantime, and only require warm weather to bring the grain along to the best advantage.

During the last couple of weeks a large number of gentlemen prominent in the implement and vehicle trade of this country visited Regina. Among them were noticed the following: Mr. D. L. Garrison, Trade Manager of the Moline Plow Co., Moline, Illinois; Mr. W. J. Verity and Mr. P. E. Verity, of the Verity Plow Co., of Brantford, Ont.; Mr. Thos. Simpson, Mechanical Expert for the Verity Plow Co., of Brantford, Ont.; Mr. C. H. Whitaker, Manager of the Manitoba Branch of the Massey-Harris Co., Winnipeg; Mr. H. Aird, Manager of the Northern Saskatchewan Branch of the Massey-Harris Co., Saskatoon, Sask.; Mr. W. G. Hunt, Manager of the Alberta Branch of the Massey-Harris Co., Calgary, Alta.; Mr. E. A. Mott, Western Manager of the Cockshutt Plow Co.; Mr. G. K. Wedlake, Mechanical Superintendent of the Cockshutt Plow Co., Brantford, Ont.; Mr. J. E. Ruby, Western Manager of the Frost & Wood Co., Winnipeg; Mr. W. A. Cavanaugh, Assistant Superintendent of the Mechanical Department of the International Harvester Co., Chicago, Ill.; Mr. E. Kauffman, Manager of the Collections Department of the International Harvester Co., Chicago, Ill.; Mr. D. Drehmer, Assistant Manager of the John Deere Plow Co., Winnipeg; Mr F. Lee Norton, General Manager of the J. I. Case Threshing Machine Co., Racine, Wis.: Mr H. Farney, Manager of the Collections Department of the J. I. Case T. M. Co., Racine, Wis.; Mr. John McIntyre, General Collector for the J. I. Case T. M. Co., Winnipeg; and Mr. F. E. Kenaston, President of the American-Abell Engine & Thresher Co., Winnipeg.

Implement men are well pleased with the prospects at the present time, and they state that indications for a record business later in the year were never better. Steam plowing seems to be considerably on the increase throughout Saskatchewan, and a good many engines have been sold this year with this purpose in view. The different concerns engaged in making these engines are well satisfied with the trade of this spring and are looking forward to big business in the fall.

New Eclipse Plows



You can depend on New Eclipse Plows under all conditions.
If the land is wet and sticky they will clean.
If the land is hard and dry, they will stay in and draw light.
Under normal conditions they are perfection.
Remember our guarantee as to frames and beams.

Catalogue and full information for the asking.

"The Perfection of all Riding Plows"

MADE BY

FULLER & JOHNSON MFG. CO.,
MADISON, WIS.

The Stewart-Nelson Co., Ltd.
General Agents **Winnipeg.**

Purchase Property for Extensive Enlargements.

The Robert Bell Engine & Thresher Co., of Seaforth, Manufacturers of the Imperial Line of Threshing Machinery, have just concluded the purchase of the Coleman Works property adjoining their premises, including the buildings thereon, and some 13 acres of land. This will give the company over 900 feet of spur siding, ensuring the very best shipping facilities.

The present buildings, comprising Coleman works, will be immediately removed, to make room for extensions to the company's factories. The first extensions under contemplation are the erection of a large and modern moulding shop, covering an area of about 100 x 350 feet; a large warehouse for finished machinery and a number of buildings for the storage of raw materials, etc. The building at present in use as a moulding shop will be used for the storage of finished castings.

This is only a beginning of the enlargement of the Bell factories, the idea being to add units from time to time to provide for their growing business, and the large acreage just purchased will be fully required to carry out the company's plans for additions to their premises in the near future.

"The person who has no regard for little things is apt to remain a little thing himself.

Generally speaking it is better to be generally speaking than doomed to dumbness forever.

Correspondence.

An Alberta Dealer's Call.

Editor,
Canadian Farm Implements.

Sir:—I have been reading your magazine pretty thoroughly every time it comes and have seen many good suggestions therein, but there is one that would lead to the betterment of the conditions of the retail implement dealer; that is, the formation of a retail implement dealers' association.

It is a well known fact that the policy of combination for mutual protection is the great ideal of the business world today in every walk of life. We see the laboring man well organized, each trade taking care of its members, keeping the wages up and helping them in such times as they need it. We have the large combinations such as the International Harvester Co. in our own wholesale line. The hotel men have their Licensed Victuallers Association.

Surely if it is good for these people to combine it would be good for us implement dealers to organize. Today we are up against it. Go into almost any town or village you wish and you will find the implement men on the fight with one another, and then look at the men of any other business and you will find them, while competing fairly and squarely with each other, not looking on their competitors as their worst enemies, who are there only for the purpose of cutting prices and injuring them as much as possible.

We hear of every other province having or about to have their retail implement dealers' association, but not Alberta. Why not? Is it because no one will take the initiative? There must be men in the business today who have belonged to an association across the line or else in another province.

I have spoken of this matter to all the dealers in this village and they all think it would be a good thing to get an association started. To get it going I would ask any dealer in Alberta who is willing to join an association of this kind to write me and let us see if we cannot do something.

Yours truly,
A. H. GUNN.
Cowley, Alta.

Refused Settlement.

Editor,
Canadian Farm Implements.

I desire to call your attention to a matter that, I believe, is of interest to all dealers in agricultural implements in Western Canada. For the past four years I have been receiving freight shipped over the C. P. R., at this point, and during that time, while I have had many breakages in parts due to the carelessness of railway employees, as the amounts have been small, I absorbed the loss in the case of such breakages, preferring to do this rather than make claim on the railway company.

Of late, however, breakages having become very frequent I decided to make claim against the company for parts broken on a plow shipped to me in March. As this plow had been shipped local freight for immediate delivery, and being broken in unloading was useless to my customer, I ordered the broken part forwarded by express, and in making my claim on the railway company in the usual form I included the express charge on the returned parts. The railway company refused to allow the claim on the ground that they would not pay the express charges, and requested that I withdraw from my claim the amount of these charges, stating that they would be willing to forward the parts free by freight. It will be noticed that in ordering these parts forwarded by express I was not only assured of a quicker delivery, but also that I effected a saving by ordering forward by express; as the minimum charge for a freight shipment is fifty cents, while the goods in question came through by express for forty cents. In order that my customer would not cancel his order I was compelled to have the parts returned by express, so that I took the cheapest method as well as the quickest.

Undoubtedly there are other dealers throughout the West who have met with a like case to my own. Would it not be advisable for the retail implement trade of the country to take concerted action on matters of his kind. I have found that individuals can accomplish very little against the railway companies whereas they are ready and waiting to listen to the claims of a united body. As dealers are put to the expense and trouble of waiting on goods damaged by the employees of the different transportation companies, I think that it is only fair that these companies should extend all possible aid to firms making claims for damaged goods. It seems to me that the only way to get results is to get united and then be in a position to demand them.

Yours very truly,
J. A. MORCOMBE,
Cypress River.

Couldn't Get At It.

An Irishman who had just united with the Catholic church in a small town was careless enough to let the priest catch him coming out of a saloon with a jug under his arm. The priest waited for him to come by and said:

"Pat, what is it you have in that jug?"

"Whisky, sor," answered Pat.

"Whom does it belong to?" asked the good man.

"To me and me brudder Moike, sor."

"Well, say, Pat, pour yours out, and be a good man."

"I can't, sor; mine's on the bottom," answered Pat.

Zeb and His New Baynes Buggy.

By *Uncle Ezra*, in the Baynes Carriage Co. Advertiser, of Hamilton, Ontario.

Zeb has got a new Baynes buggy,
An' he's doin' things up brown,
An' he gets his girl o' Sundays,
An' goes drivin' up to town.
You should see him callyhootin'
Settin' back and feelin' big,
Fur he's got the purtiest sweetheart
An' a famous new Baynes rig.
They're beheld by all beholders
Fur they're sumpun worth the see.
Town folks say to one another
"Aint that fine as silk kin be?"
Zeb jus' drives around a smilin'
While the people stop and stare,
Sayin' "There's that new Baynes buggy
An' that nice good lookin' pair."
'Fore Zeb got the new Baynes buggy
Not a gal would ride with him
In the rattlin' rickity old one—
But he's now right in the swim.
All gals now look on with envy,
But he's pleased with her he's got,
An' I think this new Baynes buggy
'Ll cause a weddin' soon—that's what.

Confidence begets confidence. Get in line for returning prosperity.

WANTED:— By a Winnipeg Jobbing House, an Experienced Implement Traveller.

State Experience and Territory covered.

All applications will be considered strictly confidential

Apply "Traveller"

CANADIAN FARM IMPLEMENTS,
901 UNION BANK BUILDING,
WINNIPEG, MAN.

WANTED: First Class Salesman. Capable of taking charge, if necessary, of organization and collection work of large Implement Company.

Apply "B"

CANADIAN FARM IMPLEMENTS,
901 UNION BANK BUILDINGS,
WINNIPEG, MAN.

Plows, Harrows, Planters, Listers, Drills, Cultivators, Stalk Cutters, Potato Diggers, Garden Tools, Beet Implements, Carts, Etc.

Over **1400** Different Styles and Sizes, Singly and Collectively the Largest and Best Line of Implements Made in Any Single Factory in America. Backed by an **Unqualified Guarantee**, and for Two-Thirds of a Century

The World's Best

We Want Your Business We have the Quality and the Prices are Right. Do you want our Catalog? It fully describes and illustrates a line of unequalled excellence, noted everywhere for strength and simplicity, the leadership of which is attested by the fact that nearly all of our implements have been imitated in every part of the country.

"P & O" Represents a combination of **Knowledge, Experience and Judgment** never excelled in the implement business. **P & O** when seen on an agricultural implement guarantees it as the very highest type of mechanical art in the building of farm machinery.

PARLIN & ORENDORFF CO.

Largest and Oldest Permanently Established Plow Factory on Earth.

ADDRESS **P & O** AT EITHER

CANTON, ILLINOIS

St. Louis	Dallas	Portland
Kansas City	Minneapolis	Spokane
Omaha	Denver	Winnipeg

Mother Shipton's Prophesies.

For years and years and years the prophesies of Mother Shipton have been quoted. Whether or not such an individual ever existed is a matter of doubt, while there is no doubt that many of the sayings attributed to her were fabricated by others. She is said to have been born in Yorkshire, England, in 1488, and to have died 70 years later. Some of her prophesies given hereunder are said to have been published originally in 1548, though other authorities claim that they did not appear until 1641, at which time a pamphlet appeared containing these as part of her alleged predictions. Whether the work of Mother Shipton or not is of little moment, the predictions in themselves are of interest, being as follows:—

Carriages without horses shall go
And accidents fill the world with woe ;
Around the world thoughts shall fly
In the twinkling of an eye ;
The world upside down shall be
And gold be found at the foot of a tree ;
Through hills men shall ride
And no horse be at his side ;
Under water men shall walk.
Shall ride, shall sleep, shall talk.
In the air men shall be seen —
In white, in black, in green ;
Iron in the water shall float
As easily as a wooden boat ;
Gold shall be found and shown
In a land that's not now known ;
Fire and water shall wonders do
England shall at last admit a foe ;

The Other Fellow.

Letters from a number of dealers, published in connection with an article on the use of order blanks indicate a growing tendency to discontinue canvassing. This refers to canvassing done by the dealer or solicitors employed and paid by him. The factory canvasser has long since been recognized as a trade evil, though strange to say some dealers still accept the services of factory canvassers, says Farm Implement News. But the question of canvassing by the dealer or his own employees is an entirely different matter, and one on which dealers disagree in their opinions as to whether or not it pays.

We believe, however, that most dealers are in favor of abolishing canvassing and the only reason why it is continued by many of them is that certain competitors refuse to discontinue and they fear loss of trade would result from individual action. The problem has been solved by numerous local associations which have included the matter of canvassing with the things about which "anti" agreements were effected.

Canvassing is very much like taking old machines in trade, delivering goods and giving excessive time on credit sales. One dealer does it, not because he thinks it pays or is necessary, but because "the other fellow" does it. When all of the "other fellows" are persuaded to join a local association it doesn't take long to establish an agreement in opposition to canvassing. And such agreements are lawful.

This "other fellow" has been a demoralizing factor in trade long enough. His influence is entirely too strong. He hypnotises the dealers and causes them to do all sorts of foolish things. If you want to get rid of the "other fellow" try the local association.

Census of Standing Timber Wanted.

A few weeks ago the National Hickory Association of the United States held their annual meeting in Cincinnati, Ohio. According to the reports the meeting was one of the largest and most interesting ever held by the organization, demonstrating the importance of the subject and the work the Association has launched in order to protect the hickory supply of the country. At the conclusion of the meeting the following resolution was unanimously adopted:

Whereas, It is the sense of the National Hickory Association that a census of the standing timber of the country is not only desirable but essential to the future welfare of the wood working industries of the nation; therefore, be it

Resolved That an appeal be made to the Senate and House of Representatives of the United States for an appropriation to make a census of the standing timber of all varieties in the country to be made in connection with the forthcoming census report."

It was the concensus of opinion of those present that great activity must be exercised for the protection of the hickory supply, and that there must be an economical use of the remaining supply in order to insure it against entire destruction.

Some Railway Statistics.

It is not often that one finds as much information in the reports of the different departments of the Goverment, as is to be found in the recent Blue Book issued by the Department of Railways and Canals. According to the figures given the transportation facilities of the country increased during 1907 to the extent of 1,099 miles of new track. Double track mileage was increased from 743 to 1,067 miles, the gain being almost entirely in connection with main lines. The total mileage in operation was 22,452 miles, while it was estimated that 3,000 additional miles were under construction.

The following table compared Canada's railway mileage with that of other countries with respect to population and territorial area:

	Population to each mile of railway.	Square miles to each mile of railway
United States ..	381 ..	13.61
United Kingdom	1,821 ..	5.29
France.....	1,590 ..	8.46
New South Wales	686 ..	146.09
New Zealand....	358 ..	43.42
Victoria.....	360 ..	25.89
Canada	289 ..	161 80
India.....	10,119 ..	61.09

From this it is seen that Canada has the highest milege measured against population, and the lowest measured territory among the countries indicated. In other words, Canada stands foremost among them in transportation facilities in proportion to her population.

The total aid granted by the Government to railways now amounts to $181,298,412 in money and 52,183,063 acres in land. In addition to this the Dominion Government has guaranteed the bonds of the different companies to the extent of many millions of dollars. The aggregate amount of capital invested in railways in Canada is $1,171,937,808, On this sum, net earnings, amounting to $42,989,537, represent a rate of 3.66 per cent. Per mile, the capitalization, including Government lines, is $56,995. In the United States the capitalization is $67,936 per mile and in Great Britain it is $273,437 per mile.

Traffic during 1907 showed a very material increase. In freight there was an increase of 5,899,422 tons over 1906, while the number of passengers carried by the different roads was 4,147, 537 greater in 1907 than the year previous.

There was a very consderable increase in the rolling stock of the

Windmills

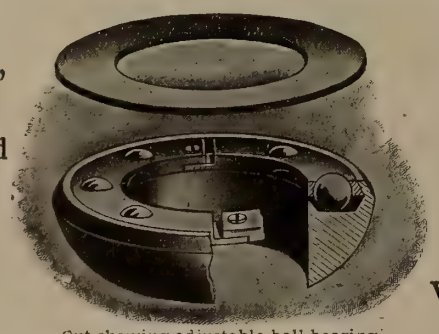
FOR

Power and Pumping

Have you our quotations on

Pumps, Tubular Well Cylinders and Valves

Eureka Cylinders, Brass Brass-Lined and Iron Cylinders, Tubular Well Pipe.



Cut showing adjustable ball-bearing turntable on our mill.

We have a Full Supply of Tubular Well Goods.

OUR WINDMILL IS WINDMILL PERFECTION

Compact — Strong — Reliable — Efficient — Easy Running

Some Points : No weight on main shaft. Gears cannot crowd, lock or cut. No noise. No side draft. No friction on pump rod. Self governing. No small parts to break. Protected ball-bearing turntable. Absolute simplicity.

Get our Prices and Catalogue.

Regina Windmill and Pump Co. Limited

REGINA Box 869 SASK.

different companies as illustrated by the following figures.

	1906.	1907.	Increase
Locomotives...	2,931	3,504	573
Freight cars...	96,565	112,514	16,949
Passenger cars....	3,319	3,642	323

Persistent complaints of car shortage led to special inquiries by the Department. Only one road admitted a shortage. Yet it is assumed that a considerable deficiency exists. Allowing for the cars worn out and destroyed, the 1,099 miles of new track operated, and the additional freight handled, 18,317 extra freight cars were required to maintain normal conditions; that is, 1,368 more than were actually brought into use. The total supply of cars was 5,218 for every 100 miles of railway. In the United States it was 8,810. It is noted that causes other than car shortage helped to congest traffic. The Manitoba Grain Act is one; the Lord's Day Alliance Act another. The effect of the latter is reported to have meant a loss of 21 per cent. of the handling capacity of one company. Shippers are blamed for not increasing their warehouse accommodation in keeping with the large expansion of the past decade. Delays in loading and unloading also contributed to the congestion.

The reports shows an alarming increase in the number of casualities on the different roads. More persons were killed and injured in 1907 than in any previous year in the history of the country. The killed numbered 587, the injured, 1,698. A very large proportion of those killed and injured were among the employees, the number being — killed, 249, injured, 1,126. So far as passengers alone are concerned one was killed in 459,104, while one in every 91,299 was injured. In 1906 the figures showed one killed in every 1,749,361, and one in every 121,168 injured.

These figures indicate that our railways are not increasing in safety. This matter is discussed in the report and it is asked: "Can comparative safety in railway travel be brought about?" The answer is given in the affirmative, the principal being considered largely one of cost and integrity. "If proper provision against casualties is made by the railways, and every individual associated with the running of trains did his duty, the frightful annual toll of life and limb would be very much reduced." The first step towards such reduction of accidents would be the introduction of a thoroughly tested block system, closer inspection of new rails, and closer and more frequent inspections of roadbed and equipment. The accidents of 1907 cost the railways in the neighborhood of $2,000,000.

Commercial Morality of Japan.

Already Japanese business men are hearing the cry for commercial morality. One of their leading financial authorities and a prominent capitalist, in a recent speech referred to the necessity for raising the standard of morality in business transactions and argued that in any practical, public platform the main feature of that platform should be the preaching of commercial morality.

With their marvellous advance to a position of prestige and power among the nations of the world, and their sudden flight up the ladder of international commercial importance, there are some features of Japanese character that are gradually becoming more and more apparent both to the high minded men of their own land, as well as to those of other nations, and many of these features are anything but desirable. We have often heard it said that the Chinaman on the Pacific Coast takes a much higher place for honorable and square dealing than does his more aggressive brother from the Flowery Kingdom. However, the very fact that leading business men in that country recognize the need for a campaign of education in connection with commercial morality shows their desire for a revision of present conditions. We trust their efforts will meet with the success deserved.

A Star with a good record

Mr. John W. Day, of Oak River, Man., bought a **Star Windmill** and in ten months ground 1628 Bags of grain for his neighbours, and 350 bushels for himself, besides running his churn and grindstone.

He writes :—"I am well satisfied with the mill; it has more power than I expected.

Mr. Dealer :—Do you handle this line, if not write for catalogue and prices at once.

Address :—

BRANDON PUMP AND WINDMILL WORKS,

Dept. D. **BRANDON, Man.**

"BROCKVILLE CARRIAGES"

"Canada's Standard"

Made by **Canada Carriage Company, Brockville, Ontario.**

"WE LEAD, OTHERS FOLLOW"

Our Vehicles have distinctive features of their own

Family Surrey—No. 91

This fact, together with the Material used and perfect construction, is what makes our goods easy to sell, and has given us the reputation we enjoy. Don't sell a vehicle that makes you feel "cheap" every time a customer looks at the name plate.

Physician's Stanhope—No. 89.

JOHN DEERE PLOW COMPANY, LIMITED,

WINNIPEG REGINA CALGARY EDMONTON

CATALOGUES AND HANGER ON APPLICATION.

Handling Harness Profitable But Requires Care.

On more than one occasion it has been made plain that harness should form a part of the stock of every dealer in agricultural implements and vehicles. As is well known and generally admitted in the greater number of our western towns and villages there is not sufficient business to warrant the establishment of a concern devoted exclusively to harness and saddlery. Under these conditions those best entitled to develop this line of business should take hold of it, and who has a better claim to it than the men who are selling the farmers their plows and harrows, their mowers and binders, their wagons and buggies?

It cannot be emphasized too strongly, however, that there are several things necessary on the part of a dealer before he can make the money out of the harness business that there is in it. It is violating no confidence to say that we have been credibly informed by more than one traveller that implement men who have taken up the sale of horse goods have been prone to neglect it. This is not done intentionally perhaps, but may be due to oversight and a tendency to regard the selling of these goods more in the light of a side line than anything else.

There is good money in the handling of harness, but, to reap the maximum of profit from stocking it, a dealer must give it care and attention. It is a line that well repays the efforts of a man in this direction. Harness that is covered with dust, that is crammed into a very limited space, that is jumbled altogether, instead of being carefully displayed, is hard to sell. When sales are slow profits are eaten up in storage, handling, insurance, etc.

When a dealer makes up his mind to stock harness he must also make up his mind to prepare a place for it. It is true that most implement warehouses do not offer any great facilities for showing this class of goods, therefore what is lacking in the way of equipment and fittings must be made up in care. The peculiar qualities of harness make it a great collector of dust, so that it must be kept clean every day. On the cheaper lines, also, the metal fittings rapidly tarnish and oxidize when exposed to the influences of climate, so that these must be polished up regularly from time to time. No matter what the quality of the harness may be care and attention always enhances its appearance and value.

Just here let us again repeat a well-known statement: "It is never a waste of time to take care of goods just because they are cheap." Among all classes of buyers, farmers, or artisans, plutocrats or nobodies, there is always a certain demand for cheap goods, and if a dealer is running his business right he wll make as reasonable a profit out of the goods of inferior quality as he will out of those of superior quality. On this account it pays to look after the poorer kinds of stock equally as well as those of better material and finish.

But the best way for a dealer to show harness is the question. How can it best be done? An expert on the subject suggests dust-proof glass cases. Too expensive for the average implement warehouse, therefore his suggestion must be relegated to the things impossible. The next best thing is a series of two pegs down the side walls of the showroom. One peg, the upper, should be shorter than the one under it.

On the upper peg goes the bridle and if the set of harness comprises collar and hames, hang the collar on the upper peg with the top down. This will gives the traces plenty of room to hang, while at the same time it will prevent their dragging on the floor. The saddle and the body part of the harness will hang nicely on the lower peg.

One side of the warehouse should be devoted entirely to showing harness for single horses and teams, both for driving and working, though, if space permits it is desirable to have separate sections for these different styles. On the opposite side should be arrayed the saddles, robes, and horse blankets, etc., that go to make up a complete stock.

In placing the harness sets it is desirable that they be graded according to value. Start with the cheapest set of single working horse harness and grade up to the best. Then take the single driver sets and do likewise. Follow on with the double working outfits, and then hang the sets for double drivers. This makes the different qualities and kinds easy to get at, both for the dealer and his customers.

See that the direct rays of the sun do not get at the harness. The sun draws the oil out of the leather and makes it the finest dust accumulator on earth. It is well, whenever possible, to protect the harness by keeping it under cotton coverings. This can be done easily and without any great cost, and in the end it saves money in reduced labor.

Handling harness, a small stock to begin with, is profitable. It helps a dealer's business by bringing him customers, and it serves the community. In the towns where there are no harness and saddlery houses implement and vehicle dealers should think on these things.

Making Good in Scotland.

The following clipping was taken from a recent issue of the Scottish Farmer, and shows how Cockshutt plows are appreciated in the "land o' the heather." It says:

"Mr. J. Campbell, late of Maukinfaulds, Tollcross, and who has just become tenant of Drumpark Farm, Bargeddie, had, an Tuesday of last week, a tangible proof of the goodwill and friendship of his new neighbors. At a day's ploughing given him, upwards of 80 ploughs turned out, when a large and excellent amount of work was done. So vast a number of ploughs following each other was a pleasing sight. One of the striking features of the event was that over 60 of the ploughs employed were of the Dux variety (Cockshutt make). This shows the extensive use of this popular plough. Mr. Campbell was extremely pleased with the day's proceedings."

Do things right to-day and there's a good chance that someone will do them for you to-morrow; do things wrong to-day and there is every likelihood that someone will do them instead of you to-morrow.

I.H.C. BINDER TWINE

STANDS EVERY TEST

IT HAS FULL LENGTH, FULL STRENGTH AND EVENNESS OF STRAND

It may be that you are one of the dealers who sold short length twine last year—if so, you are familiar with the disadvantages of handling inferior binder twine.

International Harvester Company twine is guaranteed to be full length and full strength. Every dealer in Canada who handled this twine last season knows that every pound of twine he sold complied with the government's inspection requirements.

While it is true that "a pound is a pound the world around," it doesn't logically follow that the average length of a pound of Sisal twine measures 500 feet. It should, and the farmer who buys a pound of the Sisal brand is entitled to 500 feet of good serviceable twine—and that is what he will get if he buys International twine.

Farmers receive full value when they buy International twine. Add this to the fact that International twine gave universal satisfaction last year, and you will see the advantages of handling this twine.

Bear in mind that the brands of of Deering, McCormick and International twine are guaranteed to average as follows:

Sisal	500 feet per pound
Standard	500 " " "
Manila	600 " " "
Pure Manila	650 " " "

Write the nearest branch house for prices and terms They would also like to have a talk with you on the twine question.

WESTERN CANADIAN BRANCH HOUSES:
CALGARY, Alta., REGINA, Sask., WINNIPEG, Man.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(INCORPORATED)
CHICAGO, U. S. A.

Central Business College

WINNIPEG, MAN.

Write for Catalogue.

Dealers and Shortage Claims.

It is safe to say that there is not a jobber or manufacturer engaged in the implement and vehicle business today who has not, on more than one occasion, received complaints of shortage in shipments from members of the retail trade. In fact the volume of claims for shortage has always been one of the problems of those wholesaling goods. All the big shippers are face to face with it, and each is striving to evolve a system that will entirely eliminate the possibility of shipments being sent out with parts or pieces missing.

While the matter is of import to the jobber or manufacturer it is even more so to the retailer. Speaking broadly the danger of error in checking goods is more frequently found at the point of destination than at that of shipment. There is a reason for this. At the point of shipment there are men specially employed to look after this class of work. They do nothing else. In the first place the stock man checks out to the loaders, and then the loaders re-check into the car. This reduces the possibility of error to a minimum.

At the dealer's end the condition is very much different. When the car arrives he is notified to unload it as speedily as possible. Immediately he gets to work, and if he is not fortunate enough to have an assistant he attends to the work himself. In his rush he overlooks a piece here and another piece there and when he comes to total up his invoice he finds a couple or more pieces lacking.

At once he writes the jobber or manufacturer asking for a credit for these goods which he claims he has not received. At once the manager of the house refers the matter to the stock man, and the latter on looking up his slips for that dealer's order, finds that his checking compares exactly with that of the loaders. The matter is sent back to the manager with complete details, and the latter then gets after the dealer.

Frequently the result is that the dealer again goes over the goods and finds the missing parts, consequently he is compelled to eat crow. Better to take a little more time in unloading, better to get some help if compelled to perform the work alone, better always to be sure before writing, then have to make an acknowledgment of error.

Then there is the feature of leaving the matter of unloading in the hands of careless and shiftless employees. This does occur. Every dealer should impress the fact on every man he employs that it is imperative to see that every shipment received, and sent out, is thoroughly checked. No claims should be made on the jobbers or manufacturers until the claimant is absolutely sure that the goods are lacking from the shipment. When a dealer has a clear case he should stand by it and demand that the shipper of the goods give him credit for the parts or pieces not received. There should be no compromise, because compromise on the dealer's part is often likely to create suspicion in the mind of the jobber and manufacturer. All in all it is wise to see that every shipment is carefully and thoroughly checked off, and if the first checking shows a shortage the work should immediately be done again.

When the going's hard the only way to overcome it is to go a little harder.

The Catalogue House and Binder Twine.

Are you watching the efforts of the big catalogue houses to get a share of the binder twine business of the West? Last year they got into the game with both feet, but they were cold before they got out. The season was hard on the mail-order people from the standpoint of twine sales, but it was not hard enough to drive them out of the business entirely. They are after it again and it is necessary that every dealer be prepared to go them one better every time in order to defeat their aims.

This season they are offering a new inducement in order to entice farmers to purchase their product. They say: "In the case of twine it is not necessary to send the money with the order. You (meaning the farmer) can pay for it when you receive it, either at your station or through your bank." While this looks like a concession at first glance, it should not take a dealer long to see that there is nothing in it. They get the money before the farmer gets the twine.

In order that dealers may be well posted as to the movements of this concern we quote the following, which appeared recently in different agricultural papers in the West. "Binder twine for less money. This season we are selling two grades of twine; the Diamond Golden Manilla which averages 550 feet to the pound, and the Eaton Standard which averages 500 feet to the pound. Our price for the former is 10 3-4c, and for the latter 9c per pound at Winnipeg; 10 7-8c, and 9 1-8c per pound, respectively, at Brandon; 11 1-12c and 9 1-3c per pound at Regina, and 11 2-5c and 9 2-3c per pound at Calgary. If however, by combining with your neighbors, or by buying as an association, you could handle a carload, we are prepared to quote you special prices as we can save considerable money on account of through freight rates, and less handling. We wish to get orders in early so that if you are unable to handle a car we may be able to make up a car lot to your station."

They are embodying the following paragraph in all their advertisements: "If the twine is unsatisfactory for any reason, or if your (the farmer's) crop is destroyed by frost, hail, or excessive rain, return the twine to us at our expense, and we will not only refund your money, but also refund any charges that you may have paid on it." Last year this clause appeared in their advertisements, minus the latter part of it, which states that they will refund charges paid on the twine. Evidently the catalogue house is going to make it more difficult for the dealer, but the only way open is to stay with the game and fight to the last ditch.

It is better to have tried and lost than never to have tried at all.

GRAND TRUNK RAILWAY SYSTEM

BEFORE STARTING ON A JOURNEY

do you ever take into consideration the advantages of travelling over a

DOUBLE TRACK LINE?

The Grand Trunk Railway system is the only Double Track Line between Chicago, London, Niagara Falls, Toronto and Montreal.

FIRST-CLASS SERVICE
FINEST EQUIPMENT

Agency for Ocean Steamship Lines —Cook's Tours.

A. E. DUFF,
General Agent Passenger Dept.
260 Portage Ave. Phone 7098
Winnipeg.

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS.
MY FRIEND! YOU SHOULD USE FRAZER — AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER
TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold.
Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO.
FACTORIES: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

Well-drilling pays better than farming!

Why not start a well-drilling business in your locality?

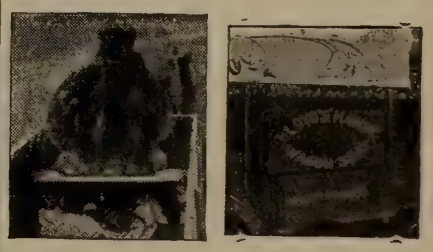
Everybody uses water. A drilled well is the only means of obtaining a pure, cold and unfailing supply. The famous

KEYSTONE DRILLER

is the quickest, cheapest and best machine on the market. Thousands of men all over the world are making big incomes with Keystone Drillers. There is no dull season for these men as is the case with farmers and threshermen, for a driller works all the year around. If you have mechanical ability you can earn several thousand dollars a year with a Keystone Driller. With a little hustle you should earn enough in two or three months to pay for your machine. Write us to-day. We will send you our free well driller's instruction book and tell you all about our plan. Don't wait until someone else has your territory covered, do it now.

DEPARTMENT 13
KEYSTONE DRILLER CO., Beaver Falls, Pa.

LLOYD'S
Handy Low-Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Order your wagons without seats and order your seats from us. By so doing you will make more money and give better satisfaction. Farmers will choose this seat in preference over any other every time

Write for quotations at once to

Wawanesa Wagon eat Co.,
WAWANESA, MAN.

Watch the Buggy Trailer.

Hereunder is reproduced an article taken from a recent issue of the Medicine Hat Times. In it dealers will find cause for two things: one, a good laugh; the other, necessity for watching this buggy trailing proposition. From the tone of the first letter in this article it is clearly evident that the writers were feeling the editor on the merits of this business, and consequently it is wise that dealers, especially those living along close to the border line of the United States, watch this matter very closely. The article says:

"A newspaper is in business purely and simply for the health and well-being of other people. An editor is supposed to be willing to do any old thing from lying about his circulation to spending his time and newspaper space to boom some cheap-John company that wouldn't spend a cent on him without kissing the copper and shedding a few tears over its departure.

"But sometimes the worm turns, in other words, the editor rears and delivers a few kicks—and then subsides into dull acquiescence to any old thing.

"The Times the other day received one of those tokens of belief in a newspaper's charitable disposition from a carriage firm in Grinnell, Iowa.

"The letter read as follows: Gentlemen:

"We are desirous of knowing about your section of the country. Will you kindly favor us with answers to the following questions in the space left below each one?

"What is the financial condition of your farmers and the people of your town and vicinity?

"Do your farmers raise stock to any great extent?

"What are the principal crops raised in your section?

"Did your farmers raise a full crop last season? If not what per cent. of a crop did they raise?

"What is the prospect of a crop this season? Will you have a full average? If not, what per cent.

"Are there or have there been parties trailing or selling vehicles direct to the people in your section during the past year? If so, give names, if possible.

"Is your road narrow track, 4 ft., 8 in., or wide track 5 ft., 2 in?

"What do you think of the prospects for selling a carload of vehicles in your section of the country?

"We enclose a stamped envelope for your reply, and wish to thank you in advance for any information you can give us.

Respectfully yours,
Grinnell Vehicle Company.

"Send us copy of your paper."

"Enclosed in the commonest manilla envelope with a stamped address were two bright new American coppers.

"In the disappointment of finding that they were not gold dollars to partially cover the time answering such a letter would take, the editor got real mad. With his coat off, his sleeves up, hair mussed, a big pen stuck fiercely in his teeth, he sat down and wrote:

"Dear Spongers—

"Your touching appeal to our generosity received and we hasten to devote our inconsequential time to your interests. As the space left between each question is not sufficient to do it justice, we are writing a separate letter. The machine is busy or we would strike it off in type for you. Our failure to do so must not be construed into a lack of desire to gratify your slightest wish.

"1. As to the financial condition of our farmers, we have asked for a statement from each one, and the banks may give us something to add to the report we receive from them. We have had to transfer our account to each bank in succession to secure this information, but we do not begrudge you a little thing like this. Regarding the finances of the town, everybody has so much money that they are buying automobiles, not carriages.

"2. Yes, the farmers raise stock, and anything else they see pays, except checks. The townspeople, too, are interested in stock—most of it well watered.

"3. The principal crops are wheat, oats, whiskers and children.

"4. Crop was very full last season.

"5. Prospects this season are bright.

"6. Yes, several parties have been selling vehicles to the people as, for some reason, the vehicle business has gone on without the Grinnell carriage. This will change when they know you are coming.

"7. Our roads are wide—extra wide. In fact there is often a distance of fifty miles on either side that can be used for track. We feel sure your rigs will sell, even if they are trackless.

"8. The chances for you to sell carriages are exceeding bright. Any company with your gall ought to be able to sell carriages where the people think they want self-binders or wheelbarrows. Don't bring a carload. Build your own railway line and run train loads; it will pay you. People are sure to come from Toronto, Montreal, Halifax and Vancouver to buy rigs from the company that thinks an editor will write the history of Alberta for two Yankee coppers and a manilla envelope."

Register Claims Promptly.

When it is found necessary to make a claim against a railway company, either for shortages or loss by damage, register the claim immediately. As claims age, their ultimate settlement is always more or less a matter of doubt, in fact an old claim cannot ever be considered as settled until the claimant actually has the cash in his hand. It is so much easier for the transportation people to trace a cause of loss or damage a few days after the goods have been delivered than it is to find the source of trouble a month, or two, or three later.

In addition to promptness in making claims see that every requisition put in is supported by facts. Don't give the companies the slightest opportunity to side-step the matter and place the blame elsewhere. Much depends upon the report made at the time the loss is found out. Meagre information is of little use in helping to a solution of the trouble, and entails additional and unnecessary correspondence upon both the railway company and the claimant. Give the fullest particulars possible, and don't register any claims until you have thoroughly investigated the matter and found the railway company to be responsible for the damage or shortage.

POPULAR VOTING CONTEST BALLOT

IN SASKATCHEWAN

CANADIAN FARM IMPLEMENTS

901-2 Union Bank Building,
WINNIPEG, MAN.

.....1908

Find enclosed $.....covering subscription to CANADIAN FARM IMPLEMENTS for.....years. I have marked X in the square behind the name of the candidate for whom I wish to register my votes:

Ed. Cahill, Wm. Gray and Sons Co.		
Wm. Bourke, Parlin and Orendorff Canadian Plow Co.		
H. H. Kohlman, John Deere Plow Co.		
J. P. Murphy, Ontario Wind Engine and Pump Co.		
Alex. Tait, Massey-Harris Co.		
.....		

Place here name of any other salesman you desire.

Sign here: Name.....

Post Office.....

Province .....

Just June, July and August left

Three months more of our Popular Voting Contest.

Who is the most popular Travelling Salesman connected with the Trade in Saskatchewan?

Vote Now **Vote Now**

VOTE NOW

CANADIAN FARM IMPLEMENTS is conducting a voting contest among its good friends the dealers in agricultural implements, vehicles, and kindred lines doing business in Western Canada, to find out who is in their estimation the most popular travelling salesman connected with the trade in the province of Saskatchewan.

TO THE TRAVELLER receiving the most votes in Saskatchewan we will present One Hundred Dollars ($100.00 in gold) with which to defray the expenses of his annual vacation or otherwise as he may choose.

THE COMPETITION PERMITS any dealer living West of the Great Lakes in Canada voting for any travelling salesman whom he may favor, whether the salesman may be contesting for the premium in the particular province of which the dealer is a resident, or not. We will be pleased to furnish any travelling man in the trade with any additional information desired.

Rules of Contest.

1.—All travelling men engaged in the actual selling of farm implements, vehicles, cream separators, binder twine and threshing machinery in Western Canada will be eligible to enter the contest.

2.—Contest will be decided on votes estimated as follows:

50 cents.	Good for	1	year's	subscription	to one address and	20	votes
$1.00	"	3	"	"	"	40	"
$2.00	"	6	"	"	"	80	"
$3.00	"	9	"	"	"	160	"

3.—Every subscription sent must be in the name of a bona fide implement dealer, general agent, blockman, branch house manager, or regular implement, vehicle, cream separator, binder twine or thresher traveller. Subscribers in arrear will have amount owing deducted from money sent, but votes will count as above. In every case of past due subscription $1.00 will cancel all arrears and prepay subsciption to end of 1908.

4.—Every competitor must send in his name and address, the name of the concern he represents, and the territory he works, upon entering the contest, accompanied by $1.00, which will prepay his subscription to our publication for three years and give him a starting credit of forty (40) votes in the contest.

5.—Votes once received cannot be changed or transferred. All votes will be finally counted and certified to by affidavit of two prominent men connected with the trade and the Manager of this publication. Their decision will be final in all matters of dispute.

6.—The contest commenced March 1st, and will close August 31st, 1908, all envelopes containing subscriptions for contest must bear postmark before midnight of the latter date.

7.—Remember Canadian Farm Implements is a trade paper and that every subscription sent must be in accordance with Rule 3. Those sent in the names of others will be returned, money refunded, and no vote credit given on them.

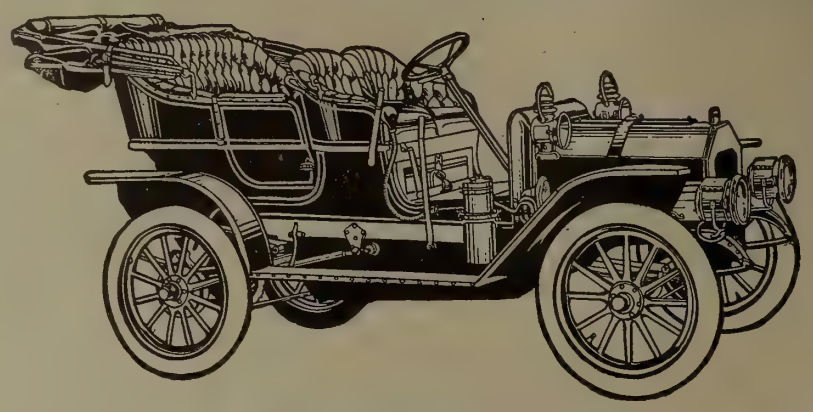
8.—Bear in mind that none of the manufacturers or jobbers are financially interested in Canadian Farm Implements, and no papers sent to dealers have been ordered or paid for by them. Every dealer who has been receiving the paper without prepayment is indebted to the publishers only.

9.—There not being five competitors in Manitoba and Alberta before April 30th, the contest is declared off in those provinces.

VOTE NOW

Canadian Farm Implements, Ltd.,

901-2 Union Bank Building **WINNIPEG.**



REO TOURING CAR—20 h.p.

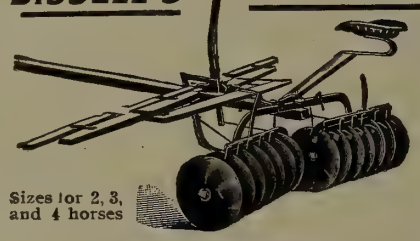
also ROADSTERS and RUNABOUTS.

The **REO** gives you more for your money than any other motor car ever built. If you are interested let us show you.

Our other lines:

Oldsmobile—Franklin and Ford Automobiles, Brantford Carriages, Maw-Hancock Disc Plows, Lorne Wagons, Empire Pumps, and Simplicity Gasoline Engines

BISSELL'S THE DISK THE FARMER WANTS



Sizes for 2, 3, and 4 horses

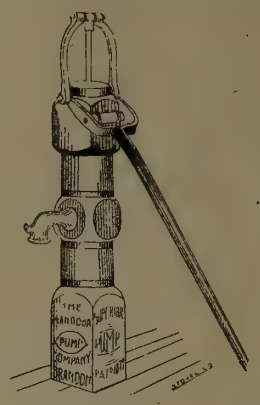
Is known among farmers as the **best disk made** because it has the **capacity**, the **knack**, the **get there**, which others lack. A success for use on **summer fallows**, on **breaking**, on **stubble fields** after harvest. It is the best by far for any tough job.

GET THE BISSELL AGENCY.

Joseph Maw & Co., Ltd.

Winnipeg, Man.

Do You Handle Pumps?



If so, it will pay you to get our prices.

We have the **LARGEST PUMP FACTORY** in Western Canada.

We **manufacture** a complete line of **WOOD AND IRON PUMPS** and **BRASS CYLINDERS**, including the famous **PETERS** and **HAYES** double cylinder pumps.

Send for special PUMP CATALOGUE and discounts.

We also manufacture the

"Manitoba" Power and Pumping Mill,

The "Monitor" Gasoline Engine,

Grain Grinders, Steel Saw Frames, etc.

GENERAL CATALOGUE free for the asking.

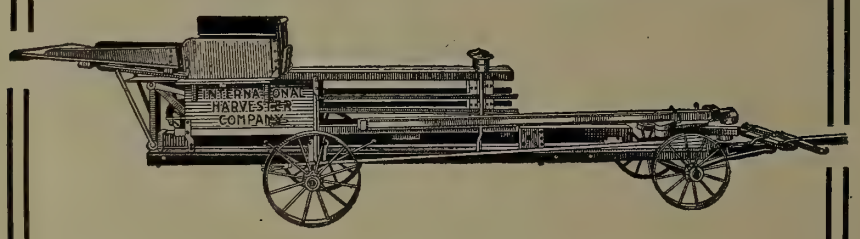
BOX 301

The Manitoba Windmill and Pump Company, Limited,

BRANDON MAN.

The only Windmill Manufacturers in the West.

The I.H.C. PULL POWER HAY PRESS



The I.H.C. pull power baling press is built to bale the greatest amount of materials with the least expenditure of energy. It is easy on both men and horses and will bale more hay with less power than any other press of the same size. This is due to the unique construction of the plunger and power. They furnish speed and great compression power just when they are needed without adding extra draft.

To be brief, the I.H.C. pull power baling press fills the requirements of farmers who want a press that has durability, great capacity, and ease of operation to recommend it.

It is an easy matter to sell a machine which has within itself the power to "make good." That is exactly what the I.H.C. will do. Its appearance on the salesroom floor is attractive, and when a customer sees the mechanism and notes its method of operation the sale is made.

The I.H.C pull power baling press is built in one and two-horse power. The one-horse press has a 14 in. x 18 in. bale chamber. The two-horse press has three sizes of bale chamber, 14 in. x 18 in., 16 in. x 18 in., and 17 in. x 22 in.

Write the nearest branch house for catalogue and information concerning terms and territory.

Western Canadian Branch Houses:

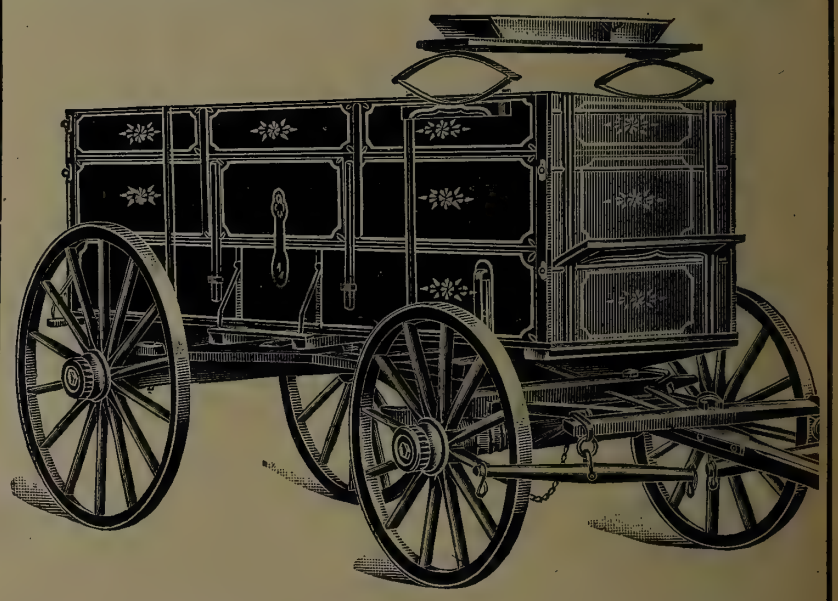
CALGARY, Alta. WINNIPEG, Man. REGINA, Sask.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)

CHICAGO, U.S.A.

WILKINSON WAGONS



Best air-dried stock. Black Birch hubs—thoroughly seasoned.
Ironed to perfection. Nothing skimped in any part.
Timber all seasoned for several years before going into the wagon.
Finished in the best possible manner and attractively painted.
If you are after the best trade, buy—

"THE LIGHT-RUNNING WILKINSON."

Sole Selling Agents—

THE STEWART-NELSON CO., Ltd.

WINNIPEG

CANADIAN FARM IMPLEMENTS

VOL. VIII, No. 1. WINNIPEG, MAN., JULY, 1908. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

UNION BANK OF CANADA.

CAPITAL AUTHORIZED - $4,000,000 CAPITAL PAID UP - $3,180,000 REST - $1,700,000

Hon. John Sharples, President. G. H. Balfour, General Manager.

WESTERN HEAD OFFICE STAFF:

H. B. Shaw, Superintendent. F. W. S. Crispo, Inspector.
H. Veasey-P. H. Vibert-J. S. Hiam-Assist. Inspectors.

Union Bank Building, Winnipeg.

BRANCHES IN WESTERN CANADA:

MANITOBA.—Baldur, Birtle, Boissevain, Brandon, Carberry, Carman, Crystal City, Cypress River, Deloraine, Dauphin, Glenboro, Hamiota, Hartney, Holland, Killarney, Manitou, Melita, Minnedosa, Minto, Morden, Neepawa, Ninga, Rapid City, Roblin, Russell, Shoal Lake, Souris, Strathclair, Virden, Waskada, Wawanesa, Wellwood, Winnipeg, Winnipeg (North End Br.), Winnipeg (Sargent Avenue Br.) and Winnipeg (Logan Avenue Br.)

SASKATCHEWAN.—Arcola, Asquith, Carlyle, Craik, Cupar, Esterhazy, Fillmore, Humbolt, Indian Head, Lanigan, Lemberg. Lumsden, Maple Creek, Milestone, Moose Jaw, Moosomin, Oxbow, Pense, Qu'Appelle, Regina, Saskatoon, Saskatoon (West End Br.), Sintaluta, Strassburg, Swift Current, Wapella, Weyburn, Wolseley, Yorkton.

ALBERTA.—Airdrie, Blairmore, Bowden, Calgary, Cardston, Carstairs, Claresholm, Cochrane, Cowley, Didsbury, Edmonton, Ft. Saskatchewan, Frank, High River, Innisfail, Lacombe, Lethbridge, MacLeod, Medicine Hat, Okotoks, Pincher Creek.

ONTARIO—Ft. William. BRITISH COLUMBIA—Vancouver.

Interest allowed quarterly on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.

FRANK O. FOWLER, President. ANGUS MCDONALD, Vice-President.

THE CENTRAL CANADA INSURANCE CO.

BRANDON - - - CANADA.

Fire Insurance.
Pure-Bred Registered Live Stock Insurance.
Hail Insurance (in Manitoba).

Lowest current Rates of Premium
Absolute security for Policyholders. JOS. CORNELL, MANAGER

HARDWOODS - - -

Manufacturers and Importers of Vehicle Wood goods of all kinds.

We make a Specialty of carrying Hardwoods suitable for the Implement Trade.

We are also the largest Dealers in Hardwood Lumber in the West and solicit your enquiries for either car lots or small quantities for local shipment.

D. Ackland & Son, Ltd.,

65 to 68 Higgins Ave., **Winnipeg, Man,**

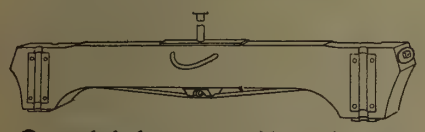
We Cordially Invite You to Call on us during Fair Week.

If you inspect our sleighs you will know that they are the best.

They are made of select stock of perfect design and neatly finished.

Our sleighs are made in all sizes with both steel and cast shoeing.

Watch for the perfect turn at the rear of our cast shoes.



Our sleighs are equipped with our patent trussed front bench.

WRITE FOR PRICES.

"NO ONE CAN GIVE YOU A BETTER DEAL."

John Watson Mfg. Co. LIMITED. WINNIPEG

Any other Manufacturers in the Saddlery and Harness business in Canada using this Trade Mark, are liable to prosecution.

TO THE TRADE

THIS TRADE MARK THE **Horse Shoe Brand**

Will in future be fonnd on the highest class Horse Collars, Harness and Saddlery made in Canada. This Trade Mark has been registered so that the public may know these goods, and can see the Trade Mark before purchasing. It is a guarantee that the best leather and workmanship are used in the article so stamped.

We have a complete stock of trunks, bags, suit cases, oil clothing, dusters, horse sheets, horse covers and turf goods.

Let us know your wants. We can ship promptly.

There is nothing else that is just as good. Get the HORSE SHOE BRAND and you have the BEST.

MANUFACTURED BY

The GREAT WEST SADDLERY CO., Limited,

WINNIPEG CALGARY EDMONTON

SAFE LOCK SHINGLES

GALVANIZED STEEL SHINGLES
CORRUGATED SHEETS
ORNAMENTAL STEEL SIDINGS
EMBOSSED METAL CEILINGS
Building Materials of every Description in
SHEET METAL

Tell us all about your requirements and ask for our latest Catalog.

CLARE & BROCKEST

246 Princess Street, Winnipeg, Man.

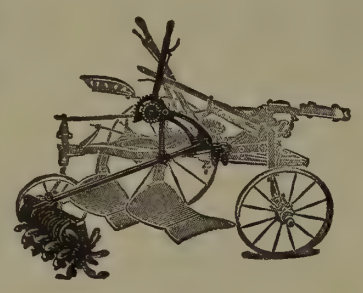
WHEN AT WINNIPEG EXHIBITION

see our display of

Kramer's Rotary Harrow

for Plow Attachment.

YOU are invited to call on OUR REPRESENTATIVE, to inspect our Rotary Harrow Attachment, and to get full information concerning our proposition to dealers. It's one of interest.



KRAMER'S attachment makes one job out of two, and gets the land in finest condition by harrowing when the soil is first turned up. It levels, pulverizes and makes a mulch of the "moist soil," that is not possible after the ground dries and "sets."

KRAMER'S attachment is capable of being fitted to any gang or sulky plow, and makes the draft only slightly heavier. You'll be surprised to see how little.

Write To-day for Full Information and Catalogue.

Every farmer needs this great time and labor saver.

That's why it will pay you to investigate our proposition.

E. M. KRAMER CO.,

PAXTON, ILL., U.S.A.

I.H.C. BINDER TWINE

STANDS EVERY TEST

IT HAS FULL LENGTH, FULL STRENGTH AND EVENNESS OF STRAND

It may be that you are one of the dealers who sold short length twine last year—if so, you are familiar with the disadvantages of handling inferior binder twine.

International Harvester Company twine is guaranteed to be full length and full strength. Every dealer in Canada who handled this twine last season knows that every pound of twine he sold complied with the government's inspection requirements.

While it is true that "a pound is a pound the world around," it doesn't logically follow that the average length of a pound of Sisal twine measures 500 feet. It should, and the farmer who buys a pound of the Sisal brand is entitled to 500 feet of good serviceable twine—and that is what he will get if he buys International twine.

Farmers receive full value when they buy International twine. Add this to the fact that International twine gave universal satisfaction last year, and you will see the advantages of handling this twine.

Bear in mind that the brands of of Deering, McCormick and International twine are guaranteed to average as follows:

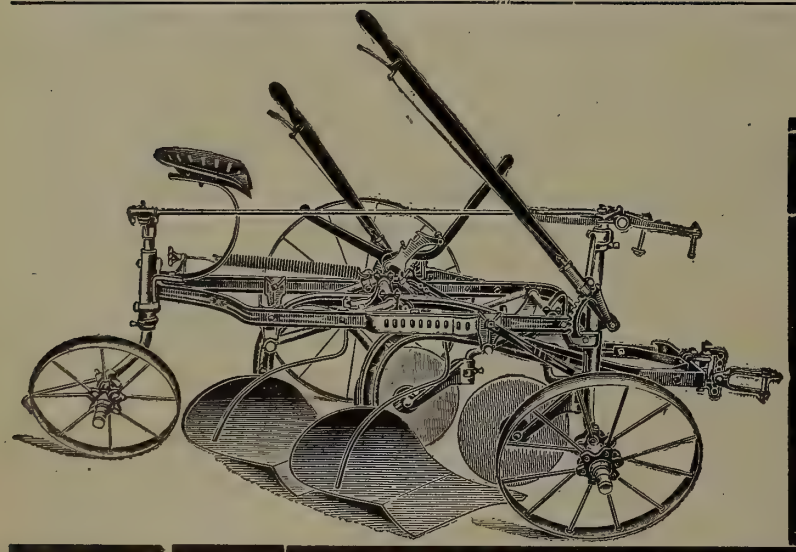
Sisal	500 feet per pound
Standard	500 " " "
Manila	600 " " "
Pure Manila	650 " " "

Write the nearest branch house for prices and terms. They would also like to have a talk with you on the twine question.

WESTERN CANADIAN BRANCH HOUSES:

CALGARY, Alta., REGINA, Sask., WINNIPEG, Man.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(INCORPORATED)
CHICAGO, U. S. A.



New Eclipse Plows

WE extend a hearty invitation to all dealers to call at our Showrooms during Fair week and let us show these plows. The visit will repay you and will do our best to tell you why we claim

"The Perfection of all Riding Plows"

MADE BY

FULLER & JOHNSON MFG. CO., Madison, Wis.

The Stewart-Nelson Co., Limited,

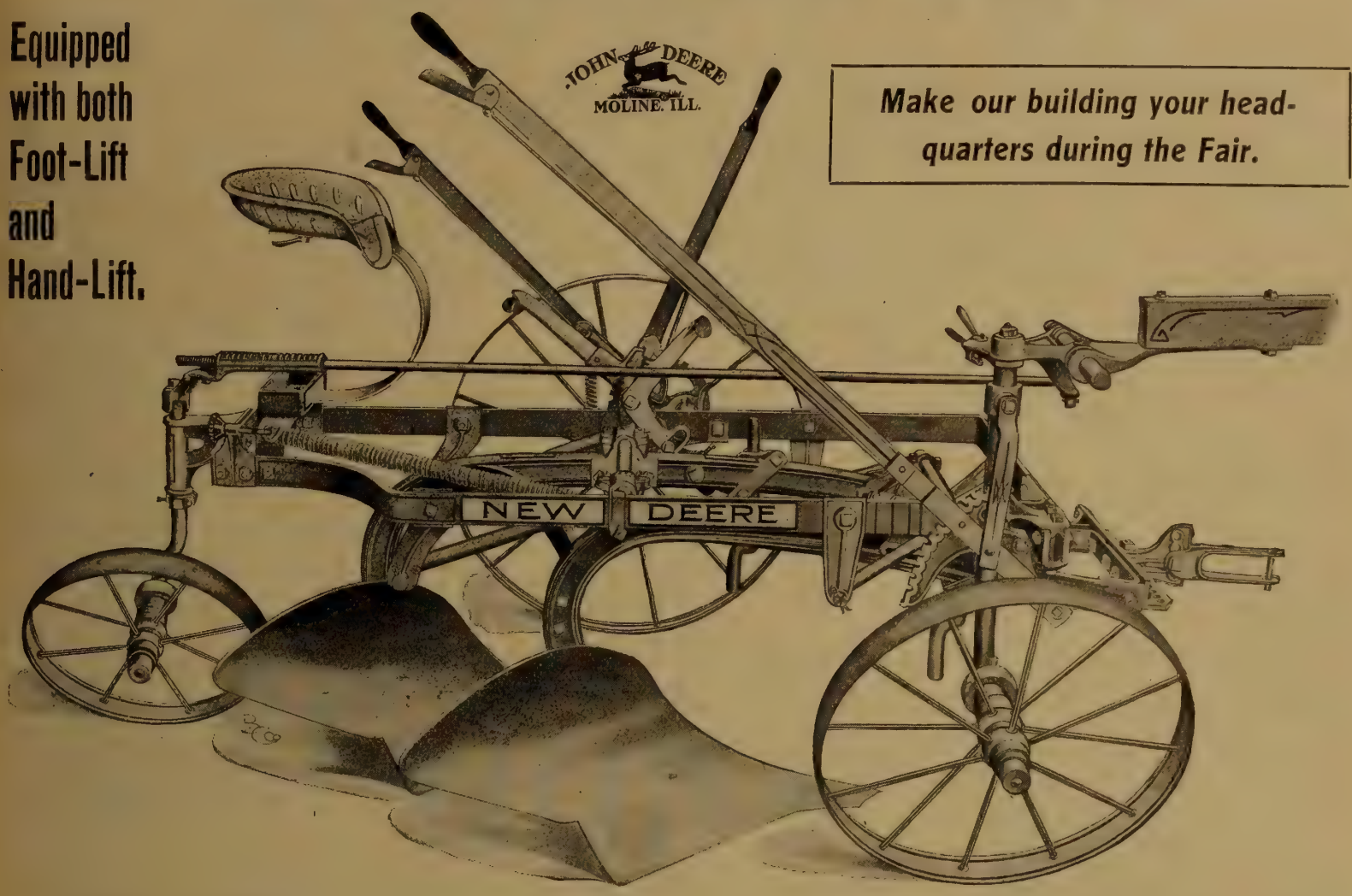
General Agents, 128 Princess Street, WINNIPEG.

NOTE NEW ADDRESS.

The New Deere Light Draft Gangs.

John Deere Plows have been awarded first medals at every World's Fair and National or International Exposition since 1867---This reputation has a distinct value for every dealer who handles them.

Equipped with both Foot-Lift and Hand-Lift.



Make our building your head-quarters during the Fair.

GANG PLOWS are a specialty with **DEERE & COMPANY,** largest manufacturers of steel plows in the world.

It is well to remember that plows are the basis of of a profitable implement business.

Plows are the most difficult of all implements to build. Why this is so does not interest you—but the fact of its being true is of vital importance.

THE NEW DEERE GANG is built to meet the hard trying conditions of the **NORTH-WEST TRADE** and for **Strength, Good Work** and **Light Draft** has a reputation which no other gang has ever attained in this territory. If these facts are unknown to you, they can be verified by correspondence with almost any of the very successful dealers in North-West Canada.

11
GOLD MEDALS
AT THE
JAMESTOWN
EXPOSITION
1907

In every town, large or small, there is a best dealer.

That best dealer makes money. His reputation was made by selling the best goods—not otherwise.

JOHN DEERE PLOWS have a world wide reputation which can only be obtained in one way--by building the best.

If you are convinced that the best business can only be built by selling the best goods—then we wish you would write for our catalogue and terms.

John Deere Plow Company Limited

WINNIPEG REGINA CALGARY EDMONTON

Regina, Sask.
June 19, 1908.

Canadian Farm Implements,
Winnipeg, Man.

Gentlemen:—

We wish to announce to the Implement dealers of Manitoba, Saskatchewan and Alberta that we have repairs in stock for the Dandy power mill. We also have a contract for this mill for the Northwest, and we are prepared to ship and erect on short notice.

Yours truly,

REGINA WINDMILL & PUMP CO., LTD.

D. D. McGILLVRAY, Sec.-Treas.

Box 869
Regina, Sask.

"METALLIC"

ROOFING,
SIDING,
CEILING,

Fire, Lightning, Rust, Rain, Wind and Snow Proof,

DURABLE,
ORNAMENTAL,
LOW IN PRICE.

Reliable, active agents wanted in many districts.
Write for particulars.

The Metallic Roofing Co., Limited,

MANUFACTURERS,

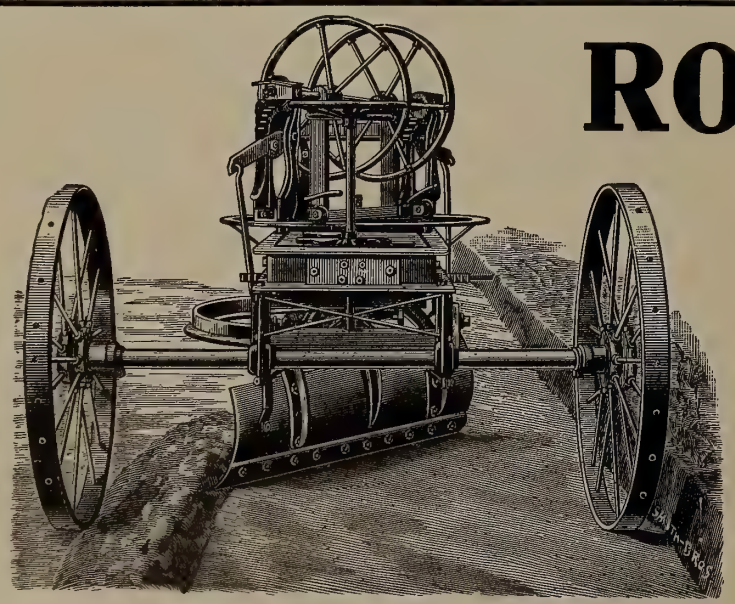
TORONTO AND WINNIPEG.

WESTERN CANADA FACTORY:

797 Notre Dame Ave., WINNIPEG.

CALL AND SEE US WHEN IN WINNIPEG.

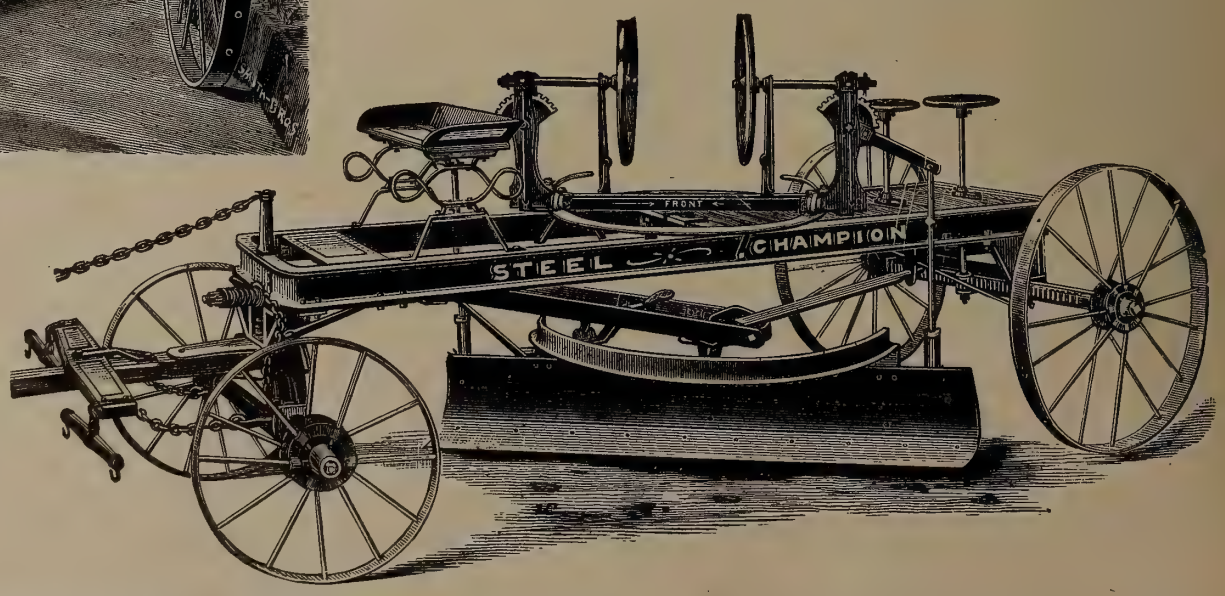
ROAD GRADERS



The Steel Champion Reversible Road Grader.

The Simplest, Strongest and Best.

Built for service. A strictly high grade Road Machine.



Write for information regarding

The Waterous Gasoline Fire Engines

for Towns and Villages.

WATEROUS ENGINE WORKS CO., LTD., Winnipeg, Man.

CANADIAN FARM IMPLEMENTS

Vol. VIII, No. 1 WINNIPEG, MAN., JULY, 1908. SUBSCRIPTION PRICE} Per Copy, 5c. Per Year, 50c

The International Harvester Co. For The First Time Make Public Their Financial Standing.

The International Harvester Company's $60,000,000 preferred and $60,000,000 common stock trust certificates were admitted to trading on the New York Stock Exchange by the Governing Committee on Wednesday, June 10, and the first transactions were made in them the following day, the initial sales being 500 shares of preferred at 99 and 100 shares of common at 52.

Following is the text in full of the application made to the Exchange for listing the stock trust certificates:

New York, June 3, 1908.

"International Harvester Company hereby makes application to have placed on the regular list of New York Stock Exchange the following securities now issued:

"(a) Stock Trust Certificates issued under a Voting Trust Agreement herein described representing 600,000 shares of the par value of $100 each, of Seven per cent. Cumulative Preferred Stock of International Harvester Company;

"(b) Stock Trust Certificates issued under such Voting Trust Agreement representing 600,000 shares of the par value of $100 each of Common Stock of International Harvester Company.

"All the stock of the company except 18 shares held by the Directors has been deposited under a Voting Trust Agreement, dated August 13, 1902, to be held until August 1, 1912, unless a majority of the Voting Trustees elect, as they may, to terminate said agreement after August 1, 1907, upon not less than ninety days' notice. The Voting Trustees are George W. Perkins, Charles Deering and Cyrus H. McCormick. Stock Trust Certificates are issued thereunder by the Voting Trustees, signed by their Agents, which entitle the holders to receive the stock certificates of the company at the termination of the voting trust agreement and in the meantime to receive payments equal to the dividends collected on the deposited stock, but no voting right passes by the stock trust certificates. All dividends which have been declared upon the common and preferred stocks since the formation of the voting trust have been distributed to the holders of the new stock trust certificates representing such common and preferred stocks.

"International Harvester Company (hereinafter called the 'company') was organized under the general corporation laws of the State of New Jersey on August 12, 1902. The duration of the corporation is perpetual.

"By its amended certificate of incorporation the company is authorized, among other things:

"'To manufacture, sell and deal in harvesting machines, tools and implements of all kinds, including harvesters, binders, reapers, mowers, rakes, headers, shredders, machinery, engines, wagons, motor vehicles and vehicles of all kinds; agricultural machinery, tools and implements of all kinds; Binder Twine; and all devices, materials and articles used or intended for use, in connection therein; and all repair parts and other devices, materials and articles used or intended for use in connection with any kind of harvesting or agricultural machines, tools or implements, or any gasoline, electric or other vehicles.

"'To engage in the manufacture or production of, and to deal in, any materials or products which may be used in, or in connection with, the manufacturing of harvesting or agricultural machines, tools and implements.

"'To apply for, obtain, register, lease or otherwise acquire, and to hold, use, own, operate, sell, assign or otherwise dispose of any trade marks, trade names, patents, inventions, improvements and processes used in connection with, or secured under letters patent of the United States or of other countries or otherwise.'

"At organization the capital stock of the company consisted entirely of common stock to the amount of $120,000,000, but by amendment of the company's charter on January 8, 1907, the plan of capitalization was changed (without increasing the total amount) by making one-half of the seven per cent. cumulative preferred stock and leaving the other half common stock. Stockholders received one share of preferred and one share of common stock in exchange for every two shares of the original stock. The entire capital stock of the company has been issued and is fully paid and non-assessable. The par value of each share is $100. No personal liability attaches to the ownership of the stock.

"The preferred stock of the company is preferred as to dividends, payable quarterly, at the rate of seven per cent. per annum, cumulative from February 15, 1907, and in case of liquidation is preferred, as to unpaid accumulated dividends and principal.

The amended certificate of incorporation of the company provides with respect to preferred stock as follows:

"'The holders of preferred stock shall be entitled from and after February 15, 1907, to receive when and as declared, from the surplus of the corporation, or from the net profits arising from the business of the corporation cumulative dividends at the rate of seven per cent. per annum, and no more, payable quarterly on dates to be fixed by the by-laws. The dividends on such preferred stock shall be cumulative, and shall be payable before any dividend on the common stock shall be paid or set apart, so that if in any year dividends amounting to seven per cent. shall not have been paid on the preferred stock, the deficiency shall be payable before any dividends shall be paid upon, or set apart for, the common stock.

"'Whenever the cumulative dividends on the preferred stock for all previous years and the accrued quarterly instalments for the current year shall have been declared, and the corporation shall have paid the same, or shall have set aside from its surplus, or from the net profits arising from its business, a sum sufficient for the payment thereof, the directors may declare dividends on the common stock, payable then or thereafter, out of any remaining surplus of the corporation or out of any remaining net profits arising from its business.

"'In the event of any liquidation or dissolution or winding up (whether voluntary or otherwise) of the corporation, then, before any amount shall be paid to the holders of common stock, the holders of preferred stock shall be entitled to be paid in full the par amount of their shares; and in addition thereto all arrears of dividends—that is to say, an amount sufficient, with the dividends actually paid, to make seven per cent. for each year; and after the payment to the holders of the preferred stock of such par value and arrears of dividends, the remaining assets and funds shall be divided and paid to the holders of common stock pro rata according to their respective shares.

"Neither the preferred nor the common stock of the corporation shall at any time be increased or diminished without the consent in writing, or by a vote at a special meeting of stockholders called for the purpose, of at least two-thirds in amount of each class of stock at the time outstanding.'

"Shortly after organization the company purchased and now owns, or has sold to affiliated or subsidiary companies, the plants and business formerly owned by the following concerns engaged in the manufacture and sale of harvesting machinery and Twine:

"Warder, Bushnell & Glessner Company,
"McCormick Harvesting Machine Company,
"Deering Harvester Company,
"Milwaukee Harvester Company,
"Plano Manufacturing Company.

"Of the company's capital stock of $120,000,000, $60,000,000 was issued for an equal amount of cash working capital, and $60,000,000 for the manufacturing plants and other physical properties formerly owned by the five companies above named. Said plants were valued by independent appraisers, exclusive of any allowance for goodwill or patents, at a sum in excess of $60,000,000.

"The company has no bonded or other funded indebtedness, and its properties are free and unencumbered.

EXTRACT FROM AMENDED CERTIFICATE OF INCORPORATION.

"'The corporation shall not create any mortgage or other lien upon its real estates, plants, tools or machinery without the consent, in writing or by a vote at a special meeting of the stockholders called for the purpose, of the holders of at least two-thirds of the entire capital stock of the corporation at the time outstanding, and, if there be more than one class of stock, without the consent of the holders of at least two-thirds of each class of stock outstanding; but this restriction shall not be construed to apply to any purchase money mortgage or lien.

"'Except as herein otherwise provided, the Directors shall have power and authority to sell, assign, transfer, convey or otherwise dispose of all or any of the property and assets of the corporation on such terms and conditions as to the Directors shall seem just and expedient, and to issue the bonds, debentures, notes and other obligations or evidences of debt of the corporation.'

"'With the consent in writing or by a vote at a special meeting of stockholders called for the purpose of the holders of not less than two-thirds of all the capital stock of the corporation at the time outstanding, or if there be more than one class of stock, or not less than two-thirds of each class of stock at the time outstanding, the Directors of the corporation shall have power to sell, convey, or otherwise dispose of all the property, rights and franchises of the corporation, as an entirety, upon such terms and conditions, and for such considerations, whether in cash, stock, bonds, or other property, as the Directors may in their discretion determine.'

"The company has since purchased the plants and business of:

Aultman & Miller Buckeye Company, Akron, Ohio.

J. S. Kemp Manufacturing Company, Newark Valley, N.Y., and Waterloo, Ia. (Waterloo plant leased).

Keystone Company, Sterling, Ill.

Macleod & Company, Philippine Islands.

Minnie Harvester Company, St. Paul. Minn.

D. M. Osborne & Company, Auburn, N.Y., including Twine business of Columbian Cordage Company.

Weber Wagon Company, Chicago Ill.

"The following is a statement of the location and character of the manufacturing plants now owned and operated by the company (exclusive of plants owned and operated by affiliated and subsidiary companies, which are described later):

HARVESTING MACHINERY AND FARM IMPLEMENT PLANTS:

Akron Works (Akron, Ohio) manufacturing Auto-Buggies and Tractors.

Champion Works (Springfield, Ohio) manufacturing Harvesting Machinery and Tillage Implements.

Deering Works (Chicago, Ill.) manufacturing Harvesting Machinery.

Keystone Works (Sterling, Ill.) manufacturing Harvesting Machinery and Tillage Implements.

McCormick Works (Chicago Ill.) manufacturing Harvesting Machinery.

Milwaukee Works (Milwaukee, Wis.) manufacturing Gasoline Engines and Cream Separators.

Newark Valley Works (Newark Valley, N.Y.) manufacturing Manure Spreaders.

Osborne Works (Auburn, N.Y.) manufacturing Harvesting Machinery and Tillage Implements.

Plano Works (West Pullman, Ill.) manufacturing Wagons and Manure Spreaders.

Waterloo Works (Waterloo, Iowa, leased) manufacturing Manure Spreaders.

Weber Works (Chicago, Ill.) manufacturing Wagons.

TWINE MILLS:

Akron Twine Mill (Akron, Ohio) manufacturing Sisal Binder Twine.

Deering Twine Mill (Chicago, Ill.) manufacturing Sisal and Manila Binder Twine.

McCormick Twine Mill (Chicago, Ill.) manufacturing Sisal and Manila Binder Twine.

Osborne Twine Mill (Auburn, N. Y.) manufacturing Sisal and Manila Binder Twine.

"The International Harvester Company owns or controls the entire capital stock of the following companies:

INTERNATIONAL HARVESTER COMPANY, OF CANADA, LIMITED:

Organized under the laws of the Province of Ontario, Canada (Ontario Company's Act), Letters Patent, September 21, 1903. The duration of the corporation is perpetual. The capital stock authorized and issued is $1,000,000. The company owns and operates a plant at Hamilton, Canada, constructed in 1903 for the manufacturing of harvesting machinery and tillage implements. No dividends have been paid on the capital stock of this company.

INTERNATIONAL FLAX TWINE COMPANY:

Organized August 21, 1905, under the general statutes of Minnesota. Its capital stock authorized and issued is $250,000. The duration of the corporation is 30 years. The company owns and operates a Flax Twine mill at St. Paul, Minn. No dividends have been paid on the capital stock of this company.

WISCONSIN STEEL COMPANY:

Organized August 18, 1905, under the laws of the State of Wisconsin. The capital stock authorized and issued is $1,000,000. The duration of the corporation is perpetual. The company operates under leases about 480 acres of iron ore land in Wisconsin, Minnesota and Michigan, including the Agnew and Hawkins mines in the Mesaba Range, the La Rue Mine in the Barboo Range, and the Victoria and Lot Three Mine in the Menominee Range. These leases run from 30 to 50 years, and it is estimated that the mines contain at least 25,000,000 gross tons of ore. This company also owns about 22,500 acres of undeveloped coal lands in Harlan County, Kentucky. It also owns and operates three blast furnaces at South Chicago, Ill., with a total annual capacity of 360,000 gross tons of pig iron. It also owns and operates steel mills at South Chicago, Ill., which commenced operations in 1903. The Bessemer converting Mill has an annual capacity of 300,000 gross tons of ingots, the Blooming Mill has an annual capacity of 250.000 gross tons of billets and blooms. The Bar Mills have an annual capacity of approximately 200,000 gross tons of finished bars and shapes. It also leases and operates the Deering Rolling Mill at Chicago, with an annual capacity of 24,000 gross tons of finished bars and shapes. No dividends have been paid on the capital stock of this company.

WISCONSIN LUMBER COMPANY:

Organized August 18, 1905, under the laws of the State of Wisconsin. Its capital stock authorized and issued is $250,000. The duration of the corporation is perpetual. The company owns 58,000 acres of timber land in Pemiscot and Dunklin Counties, Missouri, and 22,000 acres in Mississippi. It owns and operates a saw mill at Pascola, Missouri. No dividends have been paid on the capital stock of this company.

EASTERN BUILDING COMPANY LIMITED:

Organized under the laws of the Province of Ontario, Canada (Ontario Company's Act), Letters Patent, dated November 25, 1903. The duration of the corporation is perpetual. The capital stock authorized is $80,000, of which $50,600 has been issued. This company owns various dwelilng houses and lots in Hamilton, Canada, against which there is an outstanding mortgage of $84,600. No dividends have been paid on the capital stock of this company.

CALUMET AND SOUTH-EASTERN RAILWAY COMPANY:

Organized December 12, 1902, under general laws of the State of Illinois. The capital stock authorized and issued is $100,000. The duration of the corporation is 50 years. The company operates at the Wisconsin Steel Company's mills at South Chicago and connects them with adjacent railroad lines. Mileage, 9.29 miles leased from Wisconsin Steel Company. Equipment owned, 6 engines, 31 gondolas and flat cars. No dividends have been paid on the capital stock of this company.

DEERING SOUTHWESTERN RAILWAY:

Organized June 24, 1903, under general laws of the State of Missouri. The capital stock authorized and issued is $212,500. The duration of the corporation is 99 years. The company operates in and about the Wisconsin Lumber Company's timber lands in Missouri and connects them with adjacent railroad lines. Mileage owned, 8.12 miles. Equipment owned 1 engine, 1 log loader, 58 log cars. No dividends have been paid on the capital stock of this company.

ILLINOIS NORTHERN RAILWAY:

Organized May 15, 1901, under the general laws of the State of Illinois. The capital stock authorized and issued is $500,000. The duration of the corporation is 50 years. The company operates in and around the McCormick Works at Chicago and connects them with adjacent railroad lines. Mileage, 12-5 miles leased from International Harvester Company: 6 miles leased from A., T. & S. F. R. R. Company. Equipment owned, 6 engines, 28 gondolas and box cars. No dividends have been paid on the capital stock of this company.

THE OWASCO RIVER RAILWAY:

Organized June 2, 1881, under the laws of the State of New York. The capital stock authorized and issued is $30,000. The duration of the corporation is 99 years. The company operates at the Osborne Works at Auburn, N.Y., and connects them with adjacent railroad lines. Mileage, .34 miles owned, 5.31 leased from International Harvester Company. Equipment, 4 engines, 29 flat cars. No dividends have been paid on the capital stock of this company.

THE CHICAGO, WEST PULLMAN & SOUTHERN RAILWAY COMPANY:

Organized February 5, 1900, under general laws of the State of Illinois. The capital stock authorized and issued is $50,000. The duration of the corporation is 50 years. The company operates at the Plano Works at Chicago and connects them with adjacent railroad lines. Mileage, 1.81 miles owned; 2.45 miles leased from International Harvester Company. Equipment, 1 engine. Dividend of $5,000 paid in January, 1907.

THE LAGONDA WESTERN RAILWAY COMPANY:

Organized February 16, 1904, under general laws of the State of Ohio. The capital stock authorized and issued is $25,000. The duration of the corporation is perpetual. The company operates at the Champion Works at Springfield, Ohio, and connects them with adjacent railroad lines. Mileage, 1.92 miles leased from International Harvester Company. Equipment, 1 engine. No dividends have been paid on the capital stock of this company.

INTERNATIONAL HARVESTER COMPANY OF AMERICA:

"The products of the International Harvester Company, the International Harvester Company of Canada, Limited, and the International Flax Twine Company are principally sold to the International Harvester Company of America, which owns or leases agency warehouses throughout the United States and in foreign countries and maintains an organization for the sale and distribution of these and allied products.

"The International Harvester Company of America controls certain foreign incorporated trading companies which handle a portion of the foreign trade.

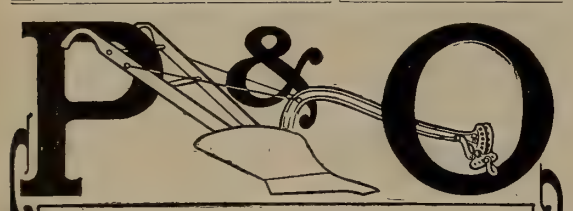
"This company was organized as Parker-Dennett Harvesting Machine Company (Limited), under the laws of the State of Wisconsin, December 15, 1881. The name of the company was changed to International Harvester Company of America, September 5, 1902. Its capital stock, authorized and issued, is $1,000,000, and, except nine shares, is held by trustees for the benefit of the stockholders of International Harvester Company as a class. The duration of the corporation is perpetual. No dividends have been paid on the capital stock of this company.

INTERNATIONAL HARVESTER COMPANY AND AFFILIATED AND SUBSIDIARY COMPANIES COMBINED INCOME ACCOUNT FOR 1907.

Total net earnings after deducting expenditures for ordinary repairs and maintenance ($1,973,677,99), and current experimental and patent expenses ($755,919,27).....		$11,228,317.87
Deduct:		
Appropriation for renewals and minor improvements charged off	$307.821.08	
Reserves for plant depreciation and ore extinguishment.	1,000,000.00	
Reserves for contingent losses and collection expenses on receivables	700,000.00	$2,007,821.08
		$9,220,496.79
Deduct:		
Interest paid on purchase money obligations and current loans....		1,140,039.28
Net profit		$8,080,457.51
Deduct:		
Preferred Stock dividends for the season 1907:		
No. 1, 1¾%, paid June 1, 1907	$1,050,000.00	
No. 2, 1¾%, paid September 3, 1907.....	1,050,000.00	
No. 3, 1¾%, paid December 2, 1907.....	1,050,000.00	
No. 4, 1¾%, paid March 2, 1908	1,050,000.00	4,200,000.00
Undivided profits for 1907 carried to surplus		$3,880,457.51

Surplus at December 31, 1907.

	Net Profits.	Dividends Paid.	Uudivided Surplus.
1903	$5,641,180.61	$3,600,000.00	$2,041,180.61
1904	5,658,534.68	4,800,000.00	858,534.68
1905	7,479.187.36	4,800,000.00	2,679,187.36
1906	7,846,947.32	4,800,000.00	3,046,947.32
			$8,625,849.97



Plows, Harrows, Planters, Listers, Drills, Cultivators, Stalk Cutters, Potato Diggers, Garden Tools, Beet Implements, Carts, Etc.

Over **1400** Different Styles and Sizes, Singly and Collectively the Largest and Best Line of Implements Made in Any Single Factory in America. Backed by an **Unqualified Guarantee**, and for Two-Thirds of a Century

The World's Best

We Want Your Business We have the Quality and the Prices are Right. Do you want our Catalog? It fully describes and illustrates a line of unequalled excellence, noted everywhere for strength and simplicity, the leadership of which is attested by the fact that nearly all of our implements have been imitated in every part of the country.

"P & O" Represents a combination of **Knowledge, Experience and Judgment** never excelled in the implement business. **P & O** when seen on an agricultural implement guarantees it as the very highest type of mechanical art in the building of farm machinery.

PARLIN & ORENDORFF CO.

Largest and Oldest Permanently Established Plow Factory on Earth.

ADDRESS **P & O** AT EITHER

CANTON, ILLINOIS

St. Louis **Dallas** **Portland**
Kansas City **Minneapolis** **Spokane**
Omaha **Denver** **Winnipeg**

Deduct:
Special appropriation from surplus at December 31, 1906, as a reserve to meet future collection expenses on outstanding receivables 500,000.00

Undivided profits at December 31, 1906 .... $8,125,849.97
Add:
Balance of undivided profits for season 1907 ..... $3,880,457.51

Total undivided profits at December 31, 1907 .....$12,006,307.48

"The above surplus is composed solely of the balance of net earnings of the business during the five years of operations, after deducting dividend payments, the Board of Directors having decided to charge off the surplus of $7,076,229.65 existing at organization, October 1, 1902, by reason of the excess of the appraised value of the physical properties (including inventories), then acquired ($67,076,229.65) over the par value of the Capital Stock issued therefor ($60,000,000).

"The following is the General Balance Sheet of the company (including the assets and liabilities of affiliated and subsidiary companies, as of December 31, 1907 (the close of its last fiscal year):

ASSETS.

Property Account:
Appraised valuation of real estate and plant property acquired at organization, plus additions, improvements, and new acquisitions to date $62,293,844.12
Expenditures for stripping and development at ore mines 550,292.36 $62,844,136.48

Deferred charges to operations:
Advanced payments for mine royalties, etc. $285,287.66

Current Assets:
Inventories—Finished products, raw material, etc., at close of 1907 season $35,140,415.69
Subsequent material purchases and manufacture for 1908 season 15,147,210.08
$50,287,625.77

Receivables:
Farmers' and agents' notes ..$26,583,001.10
Accounts receivable. 14,511,387.27
$41,094,388.37
Deduct:
Accumulated reserves for contingent losses 1,802,878.06 39,291,510.31

Cash 3,573,893.94 93,153,030.02
$156,282,454.16

LIABILITIES.

Capital Stock:
Preferred $60,000,000.00
Common $60,000,000.00
$120,000,000.00
(a) Purchase money obligations. 3,450,194.63
(b) Bills payable 10,465,775.36
(c) Accounts payable:
Audited vouchers accrued interest and taxes, etc.. $4,543,442.94
Preferred stock dividend (payable March 2, 1908). 1,050,000.00
5,593,442.94

(d) Reserves:
Plant depreciation and extinguishment $3,841,502.11
Collection expenses on receivables . 600,000.00
Insurance 325,231.64
4,766,733.75

Surplus:
Undivided profits at December 31, 1907 ..... $12,006,307.48
$156,282,454.16

Note:—Capital stock was issued at par as follows: $60,000,000.00 for cash for working capital; $60,000,000.00 for real estate, plants and physical inventories, which were valued by independent appraisers in excess of that amount. No capital stock was issued for good will, patents, promotion fees or organization expenses.

The surplus of the company consists entirely of the balance of net earnings since organization after deducting dividend payments.

(a) The purchase money obligations issued in part payment for new properties acquired which were still outstanding at December 31, 1907, amounted to $3,450,194.63. Of this sum there matures and is being paid in the current fiscal year ending December 31, 1908, $3,173,398.21. The balance of $276,796.42 matures in 1909 and 1910.

(b) The bills payable at December 31, 1907, consist of:
Loans maturing from 1910 to 1913 ..... $7,000,000.00
Loans maturing in January and February, 1908 (paid at maturity) 2,272,615.36
Fiber drafts discounted at Manila, P.I. (paid at maturity) 778,560.00
Real estate purchase notes maturing from 1908 to 1911 414,600.00
$10,465,775.36

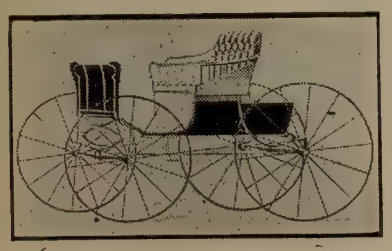
(c) The accounts payable at December 31, 1907, consist of:
Audited vouchers (principally paid in January, 1908) $3,243,972.78
Interest accrued, not due..... 214,028.08
Taxes accrued, not due..... 253,163.56
Miscellaneous 832,278.52
$4,543,442.94

We will be pleased to see YOU during Fair Week.

All the "big guns" of the turf accede the Houghton No. 9 is the best sulky made.

A good line of Matinee and Jogging Carts also carried in stock. Call for the finest catalogue ever issued.

Look over our nice line of Cutters so you can get an idea what to send for when the snow flies.



The up-to-date features of the Mount Forest Carriages will interest you.

A. C. McRae, Cor. of King and James Sts., WINNIPEG.

Preferred stock dividend, fourth quarter, paid March 2, 1908	1,050,000.00
	$5,593,442.94

(c) The reserves for plant depreciation and extinguishment include:

Plant depreciation	$3,399,772.73
Ore extinguishment	408,058.24
Timber depletion	33,671.14
	$3,841,502.11

"The principal capital additions by companies and properties, October 1, 1902, to December 31, 1907, were as follows:

International Harvester Company:

Akron Works, Akron, Ohio:

Purchase of plant at Akron, Ohio, and installation of special machinery and equipment for manufacturing auto-buggies and tractors.

Champion Works, Springfield, Ohio:

New machinery and the equipment for the manufacture of the company's new lines of seeding machines and hay tools.

Deering Works, Chicago, Ill.:

New manufacturing building and grey iron foundry, with full complement of machinery and equipment; extension of power plant and purchase of automatic machinery, etc.

Keystone Works, Sterling, Ill.:

Purchase of plant property at Sterling, Ill., and installation of additional equipment for the manufacture of hay loaders and corn shellers.

McCormick Works, Chicago, Ill.:

Erection of malleable iron foundry with nine furnaces and twenty-four annealing ovens; new dock on Drainage Canal and extension of lumber yard; special equipment for the collateral manufacture of parts formerly purchased, such as rake teeth, steel seats, chain links, etc.: construction of No. 5 Transfer Warehouse, which is leased to the International Harvester Company of America, for transfer facillities.

Milwaukee Works, Milwaukee, Wis.:

New machine shop and manufacturing buildings, and installation of special machinery and equipment for the production of gasoline engines and cream separators.

Newark Valley Works, Newark Valley, N.Y.

Purchase of manure spreader plant at Newark Valley, N.Y., and subsequent outlay for additional equipment.

Osborne Works, Auburn N. Y.:

Purchase of plant property at Auburn, N.Y., including agricultural implement plant, malleable foundry, rolling mill and Twine mills; and subsequent expenditures for additional real estate, and erection of a new plant for the extension of the tillage implement industry.

Plano Works, West Pullman, Ill.:

Real estate purchased for lumber storage; construction of new buildings, dry-kilns and lumber sheds; and installation of special machinery and equipment for the manufacture of manure spreaders and wagons.

Waterloo Works, Waterloo, Iowa.:

Purchase of machinery and equipment of leased plant at Waterloo, Iowa, utilized in the manufacture of manure spreaders.

Weber Works, Auburn Park, Ill.:

Purchase of plant at Auburn Park, Ill., and subsequent outlay for new warehouses, new dry-kilns, and additional equipment to furnish facilities, for the increased output of Weber wagons.

Total amount of above expenditures	$8,919,665.44
International Harvester Company of Canada, Limited:	
Construction of plant at Hamilton, Canada, for manufacturing the Canadian and foreign requirements of harvesting machinery and tillage implements	$2,166,710.25
International Flax Twine Company:	
Purchase of plant at St. Paul, Minn., and equipment for the manufacture of Flax Twine from American-grown Flax Fibre	481,789.03
Aktieholaget International Harvester Company:	
Purchase of plant at Norrkoping, Sweden, and installation of equipment for the manufacture of Scandinavian requirements of rakes, mowers, and reaping attachments	264,707.55
Wisconsin Steel Company:	
Equipment of the Hawkins and Agnew iron mines on the Mesaba Range; erection of the two new blast furnaces at South Chicago (second furnace to be completed about July 1, 1908); construction of Bessemer converting mill, and merchant mills at South Chicago	5,052,476.79
Wisconsin Lumber Company:	
Purchase of 22,000 acres of timber land in Mississippi for supplying hardwood lumber adaptable to the wagon and manure spreader industries	350,132.55
Industrial Railroads:	
Right-of-way and track extensions, and purchase of additional equipment including 14 locomotives and 88 gondolas and flat cars	308,084.92
International Harvester Company of America:	
Purchase of real estate and construction of new warehouses at Aberdeen, S.D.; Fargo, N.D.; Grand Forks, N. D.; Grand Rapids, Mich.; Regina, Sask.; St. Louis, Mo.; Watertown, S. D., and Winnipeg, Man., etc.	425,757.55
Miscellaneous Companies:	
Sundry Improvements	130,015.57
	$18,099,339.65

"Since the formation of the company, liberal expenditures have been made annually for repairs and renewals to the physical properties to maintain them at their maximum of efficiency. All such expenditures have been charged, when incurred, to operating expenses, and have been absorbed in the cost of production. A comparison of these expenses for the last three seasons is:

	Season 1905	Season 1906	Season 1907
Harvester works and Twine mills	$1,004,069.26	$1,190,939.73	$1,599,116.13
Furnaces and steel mills	194,227.50	240,840.70	231,873.99
Miscellaneous properties	99,067.41	102,829.83	142,687.87
	$1,297,364.17	$1,534,610.26	$1,973,677.99

"There were also charged off during 1907 expenditures for special renewals amounting to $307,821.08 for minor improvements and equipment, and for special alterations and renovation of plant properties incidental to the manufacture of the new lines of wagons, manure spreaders, gasoline engines, cream separators, auto-buggies and tractors.

"The fiscal year of the company ends on December 31 of each year. The annual meeting of the Stockholders of the company is held on the third Thursday of April at Hoboken, N.J., and the regular meetings of the Board of Directors are held bi-weekly.

"The stock trust certificates of both classes are interchangeable between New York and Chicago. The Standard Trust Company of New York is the New York agent for issue and transfer of the stock trust certificates. The New York Registrar is the New York Trust Company. The First Trust and Savings Bank is the Chicago agent for the issue and transfer of the stock trust certificates in that city. The Chicago Registrar is The Merchants' Loan and Trust Company.

"The corporate office of the company is at No. 51 Newark Street, Hoboken, N.J.

"The principal office of the company is at No. 237 Michigan Avenue, Chicago, Ill.

"Directors (Term expires 1908): Charles Deering, Chairman; George F. Baker, Wm. J. Cahoun, Cyrus H. McCormick, Norman B. Ream, Charles Steele. (Term expires 1909): Cyrus Bentley, Paul D. Cravath, Elbert H. Gary, Richard F. Howe, Stanley McCormick, John P. Wilson. (Term expires 1910): James Deering, John J. Glessner, William H. Jones, Harold F. McCormick, George W. Perkins, Leslie D. Ward.

"The members of the Finance Committee are: George W. Perkins, Chairman; George F. Baker, Charles Deering, Elbert H. Gary, Cyrus H. McCormick, Norman B. Ream.

"The officers of the company are: President, Cyrus H. McCormick; Vice-Presidents, James Deering, John J. Glessner, William H. Jones, Harold F. McCormick; Secretary, Richard F. Howe; Treasurer, Harold F. McCormick; General Counsel, Edgar A. Bancroft.

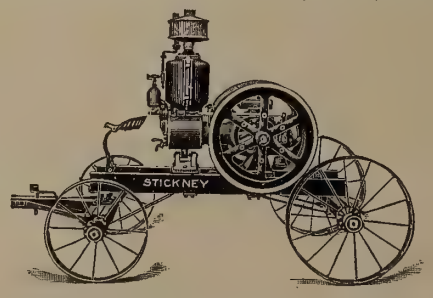
"CYRUS H. McCORMICK,
"For the Voting Trustees."

ARE YOU COMING TO THE WINNIPEG FAIR?

See our Exhibit at our Showrooms.

Our new 1908 Model Power Windmill is a "World Beater."

Our New 1908 Model STICKNEY GASOLINE ENGINE is "The Best Yet"—The handiest and simplest engine for the farmer.



We have a full line of **B. Bell & Son's Horse and Tread Powers and Feed Cutters.** Our New Model **Toronto** and **Martin Grinders** are "Record Breakers." Our lines of **Kelley & Taneyhill** and **Standard Well Drilling Machinery** are the most complete of any house in the West. Rigs for every kind or PROSPECTING and WELL MAKING. Our lines of **Aylmer Double and Single Acting Pumps,** and **Aylmer Scales** is complete. As is also our **Toronto Line** of Wooden, Iron and Gusher Pumps—they pump FAST and EASY.

Tanks in Wood and Steel. Lawn Swings. Hydraulic Rams. Empire Cream Separators.

ONTARIO WIND ENGINE & PUMP CO., Limited, Logan and Chambers Sts., Winnipeg.

REGINA **CALGARY**

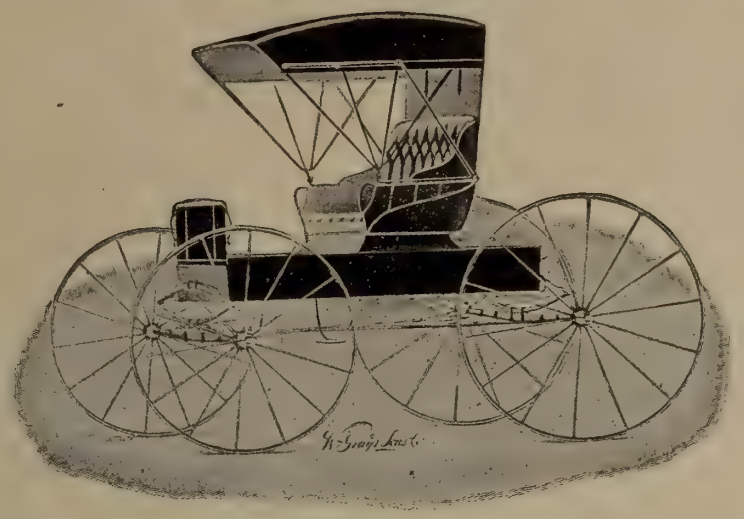
The Wm. Gray & Sons Co., Ltd.

CHATHAM, ONT. WINNIPEG, MAN.

Manufacturers of High Grade

Carriages and Cutters

Invite you to inspect their extensive exhibit at WINNIPEG FAIR, July 11-17th, or to write for prices and terms on all lines of Cutters and Carriages



Should you be in Brandon look us up at our Showrooms on Pacific Ave. and Eighth Streets. We will have a representative line on display.

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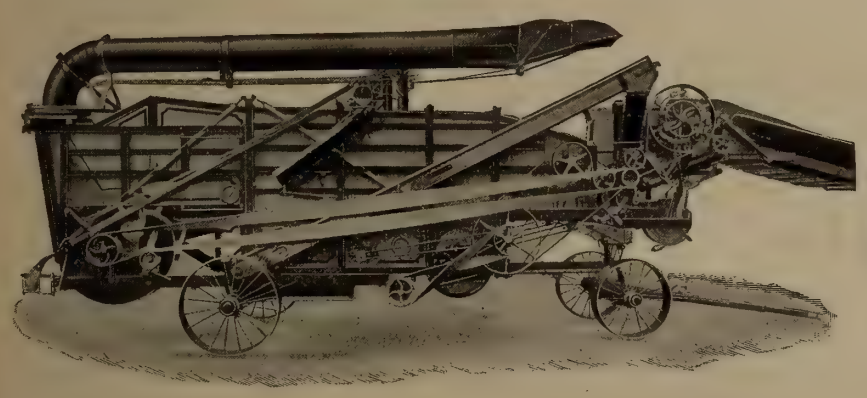
Western Office and Factory: JESSIE AVE., WINNIPEG, MAN.

SEE OUR EXHIBIT AT WINNIPEG FAIR

or at our Warehouse corner of Fountain Street and Henry Avenue.

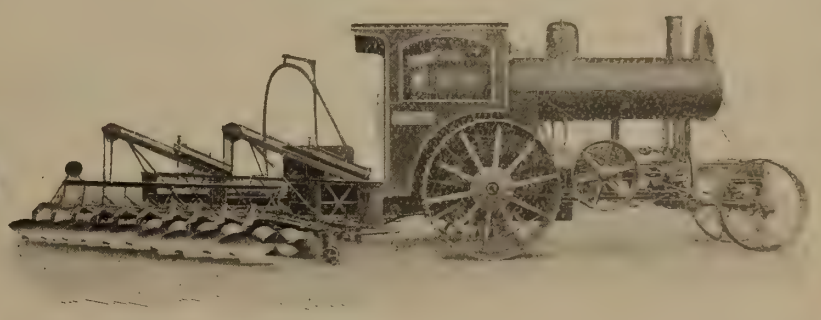
We solicit your investigation of the Avery Line on the basis of the merits of the machines which we build.



The "Avery" Yellow Fellow Separator

Gives **General All-round Satisfaction.** More new Improvements than any other. Here are a few of its important features: No-Slug Feeder; Jumbo Tool Steel Teeth; Long, Adjustable Concave and Grate Surface; I.X.L. Separating Device; No-Cross-Blast Shoe; New Style Wind Stacker Hood; Avery Belt Guide; Wood Lagged Cylinder Pulley; New Belt Winder; etc.

A "Yellow Fellow" will make you Money and save your Customer's Grain.



The Avery Double Undermounted Engine and Steam Plow.

Avery Undermounted Engines are designed especially for **extra heavy traction work.** Their Undermounted Construction gives them many points of superiority for such purposes—Increased Durability, More Power, Greater Convenience of Handling.

The Avery Steam Plow Outfit does a First Class Job of Plowing, Handles Easily and Quickly, Backs up, Turns Square Corners and Takes Water on the Run.

An Outfit that looks like it would "Do Business" and that actually does it in the field.

If you haven't our 1908 Catalog, better ask for one.

Address your Card or Envelope—

AVERY COMPANY, Peoria, Ill., U.S.A.,

or

HAUG BROS. & NELLERMOE CO., LTD., *Canadian Jobbers.*

WINNIPEG, MAN.

The Cream Separator and its Value to Dealer and Farmer.

Of the many labor-saving devices to be found on an up-to-date dairy farm, or on the average farm where cows are kept for milking purposes, there is none more useful than the hand cream separator. The difficulty in obtaining high class labor has always been a most important consideration in the operation of dairying and it is rapidly becoming more so, therefore it is to be expected that any machine that will tend to lessen the drudgery of farm life will meet with popular favor. This the centrifugal separator has proved itself capable of doing, and every dealer who has ever sold a cream separator knows that any farmer's wife who has had the privilege of using the machine looks upon it as her best friend. The daily task of washing and caring for a large number of pans and cans; carrying the milk to the cellar or milk-house, and having to warm and again return to the stable before feeding, and the responsibility of watching the milk to make sure that the cream is removed at the proper time is all done away when the hand cream separator is used.

The saving of labor is an important consideration, an excellent argument for the dealer in his efforts towards making a sale, and a strong inducement for the man milking cows to buy a cream separator, but this is not the only advantage that the machine possesses. A second point, and an equally important one, is the extra amount of fat that can be obtained from the milk as compared with the shallow pan or deep setting can methods. Experimental investigation has proven that on an average there is from three to ten per cent. of fat left in the milk when separation is performed under the gravity system. Any of the better makes of hand cream separators will seldom leave as much as one per cent. of fat in the skim milk. It is also a well known fact that cream that has been separated by a centrifugal separator can be churned at from six to ten degrees lower temperature than that separated by the gravity process. The lower the temperature at which the cream can be churned the less fat there is left in the buttermilk, and also the firmer and better the quality of the butter. The separator, therefore, will abstract more fat from the milk, which can be churned at a much lower temperature, as to give a larger yield of butter of the best quality and this product should sell for the highest market price. This is another point for dealers to remember in their efforts to dispose of this particular machine.

The process of butter making depends entirely on the presence or absence of certain bacteria There are certain germs that cause an undesirable flavor in butter, while there are others that produce a flavor and an aroma that is found only in butter of first class quality. The latter kind is found in sour milk. Strickly speaking, then, the work of the butter maker consists in making conditions favorable for the development of one form of bacteria, and preventing the development of other forms. Heat will destroy these minute organisms, while cold will arrest their development. The longer the milk is allowed to stand before being separated the more numerous these germs become. If the milk is separated as soon as drawn from the cow, and the cream is immediately cooled to a low temperature, the danger of undesirable flavors, etc., is more or less checked; consequently the butter maker has control of the ripening process. Since the introduction of the cream separator this has been made possible, and simply was but another step toward modern dairying.

Unfortunately there are yet many farmers in Western Canada who have not yet learned the value of sweet skim milk for feeding young stock. Just as soon as they realize this they will appreciate the value of the hand cream separator, for without the use of this machine warm, sweet skim milk is practically out of the question. As most dealers know, when creaming is done by the gravity process the milk is usually allowed to sour before the cream is removed. Particularly is this true where shallow pans are used. If the whole milk is hauled to a creamery the skim milk is likely to become contaminated, either from an unclean tank or some such cause. There is also danger disease-producing bacteria being spread from one herd to another by this latter method.

Melotte Lines are known throughout the whole West as "Quality" Goods.

You are missing a good thing if you do not handle these lines.
A few of our leaders are :

Melotte Cream Separators — Melotte Canvas Threshing Belts
Florence Wood Pumps — Ideal Iron Pumps
Ideal Gasoline Engines

Call and see us if in the City or write for particulars.

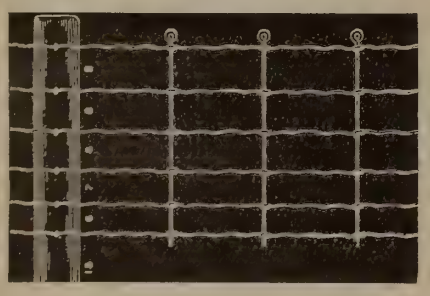
MELOTTE CREAM SEPARATOR CO., LTD.
WINNIPEG W. ANTLIFF, Manager CALGARY

We cordially invite all visitors to Winnipeg during the Winnipeg Exhibition to call at our up-town offices or visit our exhibit on the grounds.

The Raymond Mfg. Co., Ltd.

324-326 Smith St., WINNIPEG, Man.

N.B.—No one who is interested in or who intends to purchase either a Cream Separator or a Sewing Machine should fail to examine first the points of superiority of the National Cream Separator and the Raymond Sewing Machine.



Your Customers will come back for MORE!

Strength and Durability combined with reasonable prices make the "LONDON FENCE" and "LONDON GATES" the easiest for the Dealer to sell and the Best for the farmer to buy.

Don't lose any time. Send for our prices and catalogue TO-DAY.

LONDON FENCE Ltd.
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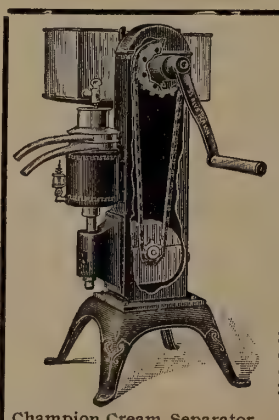


Champion Cream Separator.

HIGH CRANK—LOW TANK

HERE'S A TRADE WINNER

CHAMPION CREAM SEPARATOR

The machine that has never been defeated in a contest.
Recommended by all Dairy Schools.
Write us for Dealers' Discounts and Catalogue.

TUDHOPE, ANDERSON & CO., Ltd.,
WINNIPEG, Man.
Manufactured by STANDARD SEPARATOR CO., CHICAGO, ILL.
C. C. MACDONALD Factory Representative,
141 Bannatyne Ave. East, WINNIPEG.

There are many other points that might be brought forward in favor of the separator, such as the possibility of regulating the thickness of cream; the advantage of sweet cream for pasteurization, etc. To enlarge upon these would make a lengthy article and besides such a course is not necessary. It only remains to be said that the separator was placed before the public and allowed to work out its own salvation. The universal adoption of this machine in a large percentage of the best appointed dairies should be sufficient evidence to convince the most skeptical farmer as to its merits, and the dealer who fails to include some high grade cream separator in his stock is making a very decided mistake.

Frequently the question is asked "Will it pay to buy a separator?" In reply to this it may be that if a farmer desires to engage in dairying, even to a very limited extent, (and what farmer should not?) it will pay to buy a cream separator. A farmer who is the keeper of eight cows can make enough money through gain in the amount of fat received, and an increase in the price of his butter, to pay for a separator in one year, or even in less time. Dealers should be conservative in their estimates to farmers as to the number of cows they should have in order to realize enough from the gain in the product to pay for the machine in twelve months. It is always better to have the estimate on the high side than otherwise.

Another common question is "Which is the best hand cream separator?" So far as the writer knows there is no "best" separator. What would be separator perfection to one party might not suit another at all. However, there are five main points upon which dealers should base their arguments in selling machines, and likewise five points that farmers should take into careful consideration in making their selections. These are: efficiency of skimming; ease of turning; durability; ease of washing; and the matter of cost. It will pay neither dealers or farmers to be bothered with low grade separators. To-day the machine has reached a point of perfection where it seems as though it were impossible to add any new device that would improve its working qualities. As the dairymen and farmers become more and more acquainted with the principles of the separator so will they become more and more familiar with its merits.

It will generally be found that in the districts where are the greatest numbers of separators the farmers are more prosperous. This should illustrate to dealers the responsibility they have in respect to the introduction and sale of cream separators in new and sparsely settled sections of the country. Unless the implement man takes on a separator agency and make a strong effort to develop trade for these machines in his territory it is altogether likely that the dairy industry will lie dormant, and that the fullest development of that part of the country will be retarded. The separator is an absolute dairy necessity, and it is imperative that the implement dealers of Western Canada realize this and act accordingly.

To Do With the Stars.

A short time ago we received from the Flint & Walling Co., of Kendallville, Ind., a copy of their latest catalogue, No. 57. This list is one of the best that has reached our office this year. The printing is all to the good, while nothing better in the illustration line is to be desired. In it the company fully describe the construction of their New Star steel back-geared windmill, model No. 7, as well as going into some details concerning a few of their pumps and other products. The text is most comprehensive and brings out a number of new points in connection with the windmill. Dealers will find it of value to be posted on these points and therefore should write the company for a copy of this catalogue. This firm inform us that they also issue separate booklets dealing with their Star steel direct stroke windmill, and with their original Star wood windmill.

Are You Interested?

Have you ever written for any information on the Hawkeye Washer, a product of the Parsons Hawkeye Mfg. Co., who have a branch house here. This washing machine is built on the most improved plan, and those who have used it are loud in their praises of the way it performs its work. Washing machines are a line which many men of the implement trade are handling, and they find that it proves very profitable. The Parsons Hawkeye Co., have lots of literature and other information on this machine, as well as on their other lines.

THE NEW IMPROVED

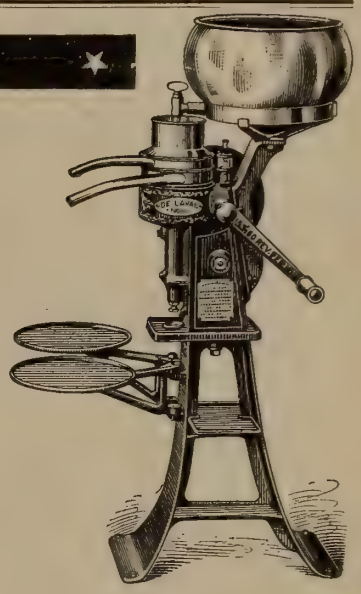
DE LAVAL SEPARATOR

Beautiful in Design Perfect in Construction

Everlasting in daily use

The New centre balanced bowl, with its separate spindle, is a triumph in separator construction, and the whole machine, from patented seamless "Anti-Splash" supply can, to the base, is a lesson in mechanical beauty, simplicity and convenience. It operates as smoothly and noiselessly as a watch and only one tool—a screw driver—is required to set the machine or entirely remove its parts.

Ask for new 1908 catalog—it's as interesting and superior as the machine itself.



The De Laval Separator Co.

Montreal WINNIPEG Vancouver

No Crop of Hay is too Heavy

to be successfully cut by a

MASSEY-HARRIS MOWER

See the Special New Features on our 1908 Mower

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published Monthly by
Canadian Farm Implements, Ltd.
F. D. BLAKELY, Manager
901-2 UNION BANK BUILDING,
WINNIPEG, - - CANADA
Telephone 518

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solicited from dealers, jobbers, general agents, travelling salesmen, manufacturers and others, on matters pertinent to the agricultural implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign name. This paper reserves the right to edit all matter submitted but does not undertake to endorse opinions expressed in its correspondence columns.

Member Western Canada Press Association.

Entered in Post Office at Winnipeg as second class matter.

WINNIPEG, CANADA

JULY, 1908.

Attend the Dealers' Gathering During Fair Week.

If we hope for anything this month it is that there shall be a large attendance at the meeting of implement and vehicle dealers of Western Canada, to be held in Manitoba Hall, 295 Portage Avenue, Winnipeg, on Wednesday, July 15th at 12.30 noon. Our readers will find an announcement covering this event on the inside back cover of this issue.

The gathering, which will take the form of a luncheon and meeting, has been called by and will be held under the auspices of the Manitoba Retail Implement Dealers' Association. It is now several months since this association came into existence, and during that time those at the head of it have not been idle. Organization work has been pushed steadily forward, and the results have been most satisfactory to all concerned.

The luncheon and meeting is called for the purpose of discussing a number of important questions, upon all of which trade betterment depends to a greater or lesser degree. Every retail dealer in the West, who can conveniently do so, is asked to make it a point to be in attendance. Fair Week has been selected as an opportune time for this meeting, for then more dealers congregate in Winnipeg than at any other time of the year, with the exception of Bonspiel.

To all dealers we would say make an effort to be present at this meeting. If you are coming to Winnipeg arrange your dates so that you will be here on Wednesday, July 15th. For the sake of those who are striving to make the implement and vehicle business in Western Canada a better business for those engaged in it resolve to attend this meeting if you are going to be in the city, and if you can afford the time to come.

Visit us when in Town.

In a few days more the Winnipeg Industrial Exhibition will be on. Among members of the wholesale trade in implements and vehicles it is generally expected that there will be a large number of retail dealers visit the city to take in this event, and they are making their preparations accordingly.

As in past years we extend a very cordial invitation to all implement and vehicle men to pay our office a visit. Each season the number of dealers who call on us is largely increased, and we are in hopes that this time more will call upon us than ever before.

Canadian Farm Implements is already recognized as the leading organ of the implement trade in Western Canada, and our prestige among both dealers and jobbers and manufacturers is growing consistently and to our entire satisfaction.

Our only aim is to serve the trade and to serve it well. All our efforts and energies are bent towards this end. That we are succeeding is borne out by the numerous letters of encouragement we have received from the trade. It is evidenced by the numbers that make it a point to visit us when in Winnipeg, and it is clearly demonstrated by the large number of enquiries that we receive in respect to matters appertaining to the implement and vehicle business.

Because of these things we want to get acquainted, personally, with every seller of plows, drills, harrows, wagons, carriages, binders, mowers, cream separators, gasoline engines, etc., etc, between Lake Superior and the Pacific Ocean, north of the International Boundary.

Our office is in the Union Bank Building, No. 901-2, and we hope that you will make a note in your diary right now to call on us when you are in the city.

A. P. Ketchen Dies Suddenly.

With exceeding sorrow, due to a number of years of close friendship, we record the sudden and unexpected death of A. P. Ketchen, Deputy Commissioner of Agriculture for Saskatchewan, which took place at Creelman, Sask., on the evening of June 26th. Death was the result of the bursting of a blood vessel and apoplexy, induced by sunstroke, sustained while judging a plowing match near the above town during the day.

The deceased, in company with Mr. Angus McKay, superintendent of the experimental farm at Indian Head, who was assisting him, followed the contestants from about 9 a. m. to 5 p. m. through a blazing sun, and after placing the awards and briefly addressing the assembled farmers proceeded to drive to their hotel. On the way Mr. Ketchen complained of severe pains in his head. Shortly after reaching their destination he became worse, then a blood vessel burst causing apoplexy, and, despite the efforts of the physicians summoned, he died four hours later without ever having regained consciousness in the interim.

The late Mr. Ketchen was born at Brucefield, Huron County, Ontario, and spent the earlier years of his life on his father's farm. There he laid the foundation of his thorough knowledge of practical agriculture, and there he secured that experience in the handling and fitting of beef cattle and heavy horses that later made him recognized as one of the foremost authorities on them in this country. In 1900 he entered the Ontario Agricultural College at Guelph, from which he graduated at the head of his class in 1903, with the degrees of the Bachelor of the Science of Agriculture. After graduation he accepted a position with the Dominion Department of Agriculture as Assistant Live Stock Commissioner, which he resigned about the end of 1904 to become connected with the editorial end of the Nor'-West Farmer, of Winnipeg. In this position he remained until October, 1906, when he went to Regina as Deputy Commissioner of Agriculure.

We feel that in the death of Mr. Ketchen agricultural Canada suffers a distinct loss. With his pen, on the public platform, and in the field he labored with all his energies to advance the cause to which his life was devoted, and of which he had a grasp equalled by but few men. He was well known to farmers and stock breeders over the entire Dominion, among whom he was exceedingly and deservedly popular.

It was our privilege to have enjoyed the friendship of the late gentleman for a number of recent years, the memories of which we shall ever cherish. He was a man of simple habits, of broad and deep sympathies, of high ideals and untiring energy. He ever labored with all his strength at any task to which he set his hand, and, while we deplore his untimely death, it seems fitting that he should be taken right from the midst of his active duties. His splendid educational attainments and his vast knowledge of agricultural affairs made him a particularly valuable man to the young province of Saskatchewan, and he will be sorely missed by all who came in contact with him.

Early in 1906 he was married to a Miss Margaret Bell, a sister of Mr. Robert Bell, of the Robert Bell Engine & Thresher Co., of Seaforth, Ont. The body was taken from Creelman to his home at Regina, and from there to his old home at Brucefield, where his aged father still resides. To those who were closest to him our sincere sympathy goes out at this time.

Register Your Guess.

Among the numerous things that will be of interest to dealers while they are in the city is the guessing contest, which is being conducted by the Ideal Fence Co. This concern, whose factory is located on Logan Avenue West, just at the end of the car line, have a large pile of fencing on display. To the dealer guessing closest to the exact weight of this pile the company will award twenty-five dollars worth of either fencing or gates absolutely free. In addition to the inducement dealers are invited to inspect the factory. During the week of the Fair the company will be making fencing for the government Buffalo Park at Hardisty, Alta., and it will be interesting to see the machines. Don't over-look the fact that the guessing contest closes on the 18th of July.

Leaders Tie in the Voting Competition.

Hip, hip, hip, ——. No, we'll wait a little while yet before we finish the old familiar yell. With four months past and two months yet to go the competitors in our Popular Voting Contest are getting into grips, and the suspense is increased as the excitement grows. As we predicted, the struggle becomes keener and keener as the contest progresses. The interest grows continually, proof of which is furnished by the fact that more votes were registered during June than in any other month since the Contest commenced. From the indications of the moment, and judging the future by the past, we are confident that the finish will be a glorious one.

Now, about the standing of the competitors. Truly the race becomes interesting, consequently our June records show a number of surprises. The fight for popularity between Mr. H. H. Kohlman, of the John Deere Plow Co., and Mr. William Bourke, of the Parlin & Orendorff Canadian Plow Co., is particularly exciting this month. Up to the end of the second last week in June Mr. Kohlman managed to maintain his lead which he has had from the start. At that time, however, Mr. Bourke, who has been making big gains of late, had enough votes registered to pass him, and succeeded in holding top place for four or five days. Then the Deere man got in with "the goods" and regained his position, where he remained until the very last day of the month, when friends of Mr. Bourke's registered a batch to his credit, sufficient to place him a tie with Mr. Kohlman. It is peculiar that both of these contestants should have registered just exactly the same number of votes up to the end of June, but so it happens.

Another surprise came in the form of an entry from Mr. H. J. Ribble. of the Ontario Wind Engine & Pump Co., and who has his headquarters in Regina. That reached us about June 9th, accompanied by enough votes, in the form of subscriptions, to place him second, immediately behind the leaders. Since getting into the game Mr. Ribble has been making splendid headway, and he is a competitor that those above him will have to watch very closely if they are to keep him out of the coveted position.

Mr. Alex. Tait of the Massey-Harris Co., is now third in line. He made a slight gain during the month, but if he is to be "in at the death" it will be necessary for him to jump in with both feet now. His friends say that he'll be heard from, but, like ourselves. our readers are listening.

Mr. Ed. Cahill, of the Wm. Gray & Sons Co., is just exactly in the same place he was last time, only about thirty-five or forty days further along. Nevertheless, we expect that his popularity will get a boost from this out, and that he will be heard from before the end comes.

We regret to announce the withdrawal of Mr. J. P. Murphy, of the Ontario Wind Engine & Pump Co., who wrote us about the end of May asking us to pull out his name. Now that another representative of the same firm is in the race we have followed Mr. Murphy's instructions and taken his name out.

From this on the contest should be a hot one. Next month we will give the figures showing just exactly where each contestant stands, together with the individual gain of each for the month of July.

Our Popular Voting Contest

The Contestants and their standing

NAME	COMPANY	REMARKS
1. H. H. Kohlman	John Deere Plow Co.	Tied for First Place.
" Wm. Bourke	Parlin & Orendorff Canadian Plow Co.	
2. H. J. Ribble	Ontario Wind Engine and Pump Co.	Biggest gain in shortest time.
3. Alexander Tait	Massey-Harris Co.	Slight gain.
4. Ed. Cahill	Wm. Gray & Sons Co.	No gain in month.

Visit the Trade Centres.

Notwithstanding how well posted a dealer may be with respect to his business, nor how thoroughly he may be acquainted with the different lines he handles, his fund of information can be increased by his visiting the wholesale centre from which he buys his goods and looking over the stocks in the warehouses of the different jobbers and manufacturers. By making the trip he gets in touch with lots of news, he gets a chance for discussions with the heads of the wholesale houses, he meets the credit men, as well as those managing the different departments, and the results of his visit are bound to work out when he gets home.

Going to market is frequently the only opportunity that a dealer has for getting a holiday, and this is something that every man needs if he is to accomplish the greatest things in his own circle. The tendency to get into the rut is always at hand, and how easy it is to turn the wheel of progress into this rut. Special rates are on for the exhibitions this year, and dealers should take advantage of this opportunity and visit the jobbers and manufacturers.

A Splendid Outlook for the Crop.

Everything depends upon the crop. As the crop is so is the feeling of our people, the progress of our commerce, and the development of our country. When the crop is good things are very very good, but when it is bad they are horrid. It is the hinge upon which swings the door of our future prosperity or disappointment. The state of the growing grain is the most discussed subject in the country at this time, as folks in every walk of life in Western Canada will be affected by the results at harvest time.

At this date, July 2nd, the reports from the different districts indicate a splendid and most satisfactory outlook. Despite the fact that the month of June opened cold, and touches of frost were recorded in a number of sections, the weather during the past thirty days was almost ideal for the growing grain. The needed rains came, and in abundance. Some were prone to think that there would be too much moisture, but only in one or two places was the precipitation more than required.

No damage from frost is said to have affected the cereals, though at one or two places, the vegetables were severely nipped. Wheat is well into the shot blade, and the general opinion is that it will be fairly well headed by the end of the first week of this month. All grains are from three to four weeks further advanced in growth than at this time last year, and the entire crop is stated to be exceptionally strong and vigorous.

All in all the outlook is very satisfactory. Trade is brightening up under this magic influence, and, with a successful harvest and threshing season, this fall should be one of the most profitable in the annals of the implement and vehicle business. Dealers and jobbers should make their preparations accordingly.

Personals.

Mr. Ed. S. Strachan, manager of the John Watson Mfg. Co., is at present West on an extended trip. While away he will visit Regina, Calgary, Edmonton, and many other points.

Mr. D. B. McLeod, who is now representing the threshing firm of M. Rumely & Co., of Laporte, Ind., was out through the West on a trip during the past month. Dan is just as good a hustler as he ever was, and says that he is very well satisfied with prospects for business.

Mr. E. W. B. Snider, president of the Waterloo Mfg. Co., of Waterloo, Ont., was in Winnipeg and the West for a considerable time during the past month. He was well pleased with prospects, both in respect to the crop and sales. While in the city he was the guest of the western manager, Mr. John Herron.

Mr. H. W. Williams, sales manager of the Hart-Parr Co., of Charles City, Iowa, was in the city recently on his way to inspect the agency of his company at Portage la Prairie, Man., which is under the direction of Mr. I. P. Porter. Mr. Williams and Mr. Porter are looking for a good trade in their gasoline tractor during the approaching season.

Mr. R. H. Rogers, traveller for the Parlin & Orendorff Canadian Plow Co., in Alberta, was down visiting the home office during the past month. He arrived during stock-taking time, and immediately got his coat off. Later he went South on a trip in connection with private affairs. He says he likes Sunny Alberta, and he looks as though the climate agreed with him.

Mr. C. D. Ellwood, who looks after the interests of the Parlin & Orendorff Canadian Plow Co., in Saskatchewan, with headquarters at Regina, was in the city the last of the month. From here he went South on a couple of weeks vacation. While away he will visit the factory at Canton, Ill., where he expects to spend several days getting posted on all the newest wrinkles in connection with the selling of the P. & O. line.

Mr. C. R Crawford, who has travelled for the Gaar-Scott Co., in Manitoba and Saskatchewan for the past four years, has joined the staff of the Burridge Cooper Co., here, in connection with their threshing machinery department. This firm are handling the engines

and separators of the Geiser Mfg. Co., of Waynesboro, Franklin Co., Pa., and report splendid results during the short time they have had the agency. We bespeak for Mr. Crawford a very cordial welcome from the trade, and join with his numerous friends in wishing him every success.

Mr. F. M. Fulton, manager of the Brandon Machine Works Co., of Brandon, Man., was in the city for a number of days a short time ago. It is understood that Mr. Fulton is very well satisfied with the progress his company has made during the past few months, when all classes of business have been slack. They are going into the manufacture of furnaces in addition to their other lines, and will be glad to hear from dealers interested.

Mr. David Drehmer, assistant manager of the John Deere Plow Co., recently returned to his desk from an extended trip throughout the West. He was gone about six weeks, and covered a very large part of the territory, including all the prinicpal towns and cities. His impressions of the West have grown and expanded with his tour, and like all others who have been out in actual touch with conditions he says the outlook for a successful crop could not be brighter.

During the month the John Deere Plow Co., had the pleasure of a visit from Mr. T. H. Speight, of the Speight Wagon Co., of Markham, Ont. Mr. Speight was delighted with all the assurances as to a bumper crop which he received while he was here. We regret that we had not the pleasure of meeting him on this occasion, but have made a note in our memo book to make up what we've missed when we get together the next time.

Mr. H. W. Hutchinson, general manager of the John Deere Plow Co.; Mr. R. McKenzie, western manager of the McLaughlin Carriage Co.; Mr. E. A. Mott, western manager of the Cockshutt Plow Co., and Mr. J. M. Reid, western manager of the Ontario Wind Engine & Pump Co., were among the Winnipeggers who took in the trip to Saskatoon over the new C. P. R. line (Kirkella branch) the early part of June. There was a large number connected with the wholesale businesses of the city on the trip, which was conducted under the auspices of the Saskatoon Board of Trade, and all those who went report a splendid time.

Mr. O. Adfedt has commenced in the implement business at Ruddell, Sask.

Mr. James Fulford is the name of a new dealer at Gilbert Plains, Man. He started there a few weeks ago.

Mr. J. F. Duval recently opened up an agricultural implement and vehicle business at Star City, Sask.

Brown & Arnold is the name of a recent firm that have gone into the implement business. They have established at Melville, Sask.

The firm of Stinson & McDonald, who have been engaged in the business at Hamiota, Man., for a number of years back, have been succeeded by Stinson & Runchey.

Keith & Lawrence, partners in an agricultural machinery and vehicle bnsiness at Carlyle, Sask., recently decided to dissolve. We have not yet been able to learn which will continue the business.

Mr. Chas. Wahn, of Gretna, one of the best known dealers of Southern Manitoba, recently disposed of his business to Mr. R. S. Bean, another well-known member of the implement trade.

Mr. H. T. Hume, traveller for the International Harvester Co., whose headquarters are at Pilot Mound, Man., was in town for a few days the middle of the month, during which he paid us a visit. He was another bearer of good news, stating that the crop in his block was looking fine. He is very optimistic regarding trade for the future.

Mr. M. J. Williamson, who until recently was with the Ontario Wind Engine and Pump Co., but who resigned to go to Calgary for the A. R. Williams Machinery Co., has given up the latter and returned to the Ontario fold. Winnipeg will be his headquarters and he will travel in Manitoba and Saskatchewan.

Among the personages prominently connected with the implement trade of the continent who visited Winnipeg during the past month was Mr. Newell Sanders, President and General Manager of the Chattanooga Plow Co., of Chattanooga, Tennessee; who is also President of the National Association of Implement and Vehicle Manufacturers of the United States this year. Mr. Sanders was here calling on the Stewart-Nelson Co., who handle the line of disc plows made by his company for Western Canada. He was up to Chicago as Chairman of the Tennessee delegation to the Republican Convention, and reports great enthusiasm for the new candidate for the Presidency, Mr. William H. Taft. Like all the rest of the most of us he was noncommittal on the subject of tariff. He expressed himself as well pleased with the prospects for business in Western Canada, and stated that crop prospects were very satisfactory across the line.

Mr. Frank Derksen, one of the well-known dealers at Winkler, Man., was in the city on business for several days during the middle of June. It was Mr. Derksen's opinion that with favorable weather from now until harvest there will be a bumper crop cut in the West.

Another bearer of glad tidings was Mr. L. Hartshorne, manager of the American Abell Co. here. He was up on a trip to Edmonton, stopping off at different points en route, and was much impressed with the splendid crop outlook in the country. "It'll be a bumper one," was the way he put it.

Mr. Neil Dow, of the De Laval Separator Co., here, and one of the most popular young men connected with the cream separator business in the West, joined the ranks of the Benedicts during the past month. He was married on June 24th to Miss L. Findlay of Gladstone, Man. We join with all their other friends in wishing the young couple our sincerest congratulations.

Mr. William Drummond, implement dealer at Minnedosa, Man., was in the city recently attending the meeting of the Masonic Grand Lodge. Mr. Drummond has been District Deputy Grand Master for his district during the past year, but resigned a short time ago owing to press of business duties. He spoke very favorably regarding crop conditions, stating the grain was growing splendidly, giving a most satisfactory outlook for the future.

Mr. P. J. Roach, traveller for the Baynes Carriage Co., of Hamilton, Ont., was recently in the city on his way East to visit the factory. Mr. Roach stated that business was showing signs of brightening up, which condition he attributed to the splendid crop outlook. Discussing different matters he said that dealers were most conservative this year, and not buying more goods than they absolutely had to have. We understand that he will be back in time to take in the Winnipeg and Brandon exhibitions.

This will make the twenty-third consecutive year that Mr. John Sanderson, President and Manager of the Adams Wagon Co., of Brantford, Ont., has visited Western Canada. He was in Winnipeg for a few days the last week in June and from here went on to Calgary to attend the Dominion Fair. Speaking of conditions in the East Mr. Sanderson stated that there was great improvement all along the line. The condition of the Western crop was being closely watched by the business men down there, and was having its effect in helping towards better times. On his way home Mr. Sanderson will stop over at Brandon and Winnipeg and take in the fairs at these points. As usual he brought a fund of new stories along, and once folks gets in touch with him they hate to break away.

Mr. Wm. Bourke, traveller for the Parlin & Orendorff Canadian Plow Co., was in the city for a few days the latter end of June.

Mr. John Harmer, Manager of the Harmer Implement Co., went up to the Dominion Fair at Calgary, the end of the last week in June. He has an exhibit of his goods up there, and will also have them on display at the Winnipeg Industrial.

Mr. J. S. McClellan, who represented the Waterloo Mfg. Co, at Pilot Mound, Man., for the last five years, recently removed to Cressman, Sask., to engage in the retail implement trade. It is understood that he has also located a branch at Guernsey, Sask. In a recent letter to us he states that crops are in the finest condition ever, and that they have had lots of moisture throughout the Cressman district.

Mr. William Galloway, of the Wm. Galloway Co., of Waterloo, Iowa, manufacturers of harrow carts, etc., was in town a short time ago on his way back from a visit to a large farm which he has near Regina. He took the opportunity of investigating conditions and expressed himself as thoroughly satisfied with the outlook for business here this fall. "The crop," he said, "is doing splendidly, and you should have a bumper harvest this year. It means much for the dealer, jobber and manufacturer of farm implements and vehicles." He returned to Waterloo well satisfied with his trip.

Mr. S. S. Bean, Manager of the American Seeding-Machine Co., spent a day in Brandon recently, in connection with business for his company. He left on June 28th for Calgary to attend the Dominion Fair being held there. After that it is Mr. Bean's intention to go South for a couple of weeks or more. Discussing the crop conditions he stated that the outlook was "all to the good," and is satisfied that with favorable weather from now to harvest time a big crop will be cut. He looks forward to business picking up in all lines from this on, and is making preparations to go after the trade aggressively this fall.

Home From Abroad.

Mr. Joseph Maw, President of Joseph Maw & Co., recently returned to the city from a trip to Europe, where he went on account of his health. We are glad to say that Mr. Maw is very much better, and can assure our readers that his appearance justifies the statement. On his trip he was accompanied by his son Stanley, and they both thoroughly enjoyed themselves. Naturally we called on Mr. Maw on his return home and he gave us a few notes of his most delightful tour.

Leaving Winnipeg Mr. Maw and his son went direct to New York, sailing from that port to Cherbourg, France, on March 25th, arriving there after a splendid ocean passage. From this point they journeyed to Paris, where they spent several days. Discussing this city, Mr. Maw said: "It is a most magnificent one, and one could stay there for a long time without tiring of it." Always having an interest in improved highways, being in the automobile business, Mr. Maw was especially struck with the splendid roads of France, in fact of all of Europe, which, he stated made travelling indeed a pleasure.

After leaving "gay Paree" they went to Stuttgart and Nuremburg, two picturesque German towns, and then proceeded to Carlsbad, in Austria-Hungary, the town famous the world over for the marvellous medicinal qualities of its mineral waters, this being the objective point of their trip. Here they spent three weeks and half, during which Mr. Maw received much benefit from his course of treatment. He informed us that the place is a beautiful one, and that it is more Americanised than any other city on the continent of Europe.

On the way home they came by Dresden and Berlin, and the time spent in reaching these places, as well as that spent in them, will be lasting memories for our tourists. On this part of the trip, Mr. Maw said: "The country between Carlsbad and the two cities we visited in Germany is very heavily populated, and from appearances the people are most progressive and contented. The land is thoroughly cultivated and one immediately forms a high opinion of the industry of the German people. The folks of the Fatherland consider Berlin the most beautiful city in the world, and the Kaiser is said to have announced his intention of making it of unsurpassable beauty. At this point we visited many places of interest, including the Imperial palace and chapel." Speaking of customs in Germany, Mr. Maw stated that he was much amazed at the manner in which the liquor problem is controlled there. He said: "there are countless beer gardens, large and small, and evenings, holidays and Sunday afternoons, these places are the rendezvous of German workers and their families. The drinking of light beers is encouraged, while whiskies, brandies and heavy wines are not looked upon with favor. Every man pays for his own beverage, and the treating system is practically prohibited. If our temperance people would take a leaf out of the book of the people of Germany their cause would be immeasurably helped. Another thing that interested me was the small plots on the outskirts of Berlin devoted to small gardens. On enquiry I found that these were provided by philanthropic capitalists, who encouraged the poorer classes to come out and cultivate them. It is a splendid idea, and worthy of consideration by the moneyed men of our crowded centres. We can get many useful lessons from Germany."

Resuming their journey Mr. Maw and his son came to Hamburg, where they stayed for a few weeks. It is claimed that this is the fourth largest shipping port in the world. Hagenback, the celebrated animal trainer, has his gardens in this city, and here the visitors saw specimens of practically every kind of animal in existence to-day.

London, the Empire's capital, was then reached, and this metropolis Mr. Maw characterized as "the daddy of them all." He said: "I have never seen a city, and you'll admit that I have seen a few, that can compare with London. A visitor could spend months there and yet not see all that there is to be seen. One thing that amazed me more than anything else was the wonderful ease with which traffic is handled there. The Strand is ever a living mass of moving traffic, and yet there is never a hitch. We visited the Tower, the Parliament Buildings, Westminster Abbey, St. Paul's Cathedral, and as many other places of interest as our time would permit. The Franco-British exhibition was an attraction which we thoroughly enjoyed, though we were disappointed that the Canadian building was not in readiness when we there, though the show had been open for a couple of weeks. We made a number of side trips from the big city and these were really delightful."

Mr. Maw and Stanley returned by way of New York, arriving in their home city about the middle of June. Both were glad to get back, though they had a fine time.

Now is the time when your index to prospective customers for binders, wagons, etc., should be working over-time. Is it?

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They are sold only through the Trade.

The "Hero" is the best grain separator on the market.

Every machine is built of the best materials procurable.

It excels in thoroughness of work and cleans oats from wheat perfectly.

No other cleaner can compare with the "Hero" for reliability and efficiency.

It gives satisfaction to every user and brings new business to every seller.

If you want the grain separator trade of your district handle the "Hero."

Remember we protect you and give you the best Grain Cleaner offered the public.

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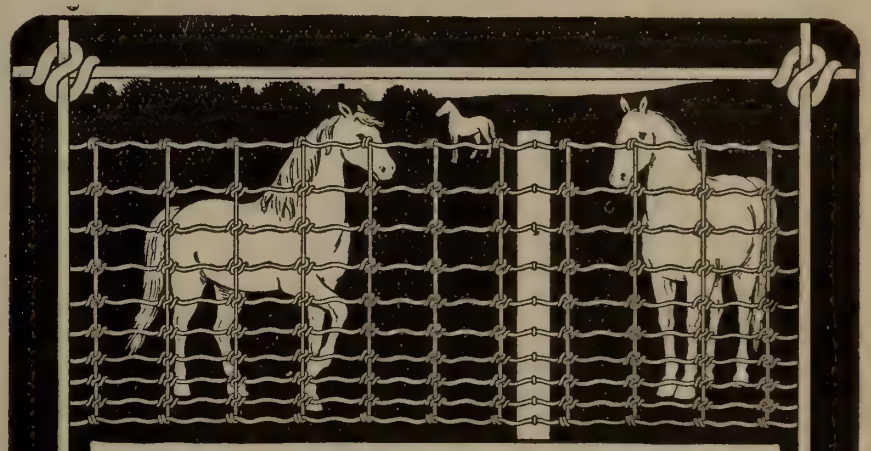

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To the dealer guessing closest to the weight of a pile of fencing we have on display we will give Twenty-Five Dollars worth of either gates or fencing absolutely free.

COME AND GUESS—YOU MAY WIN.

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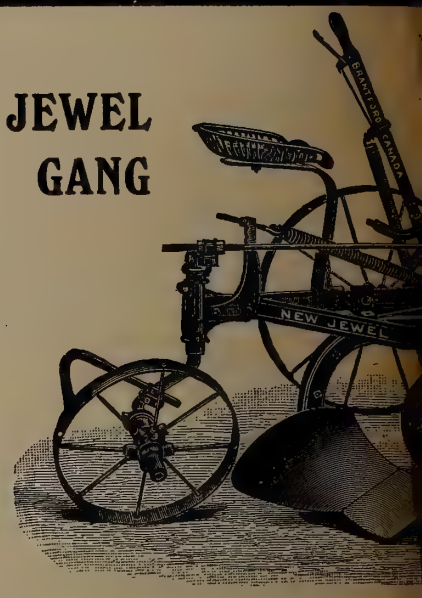

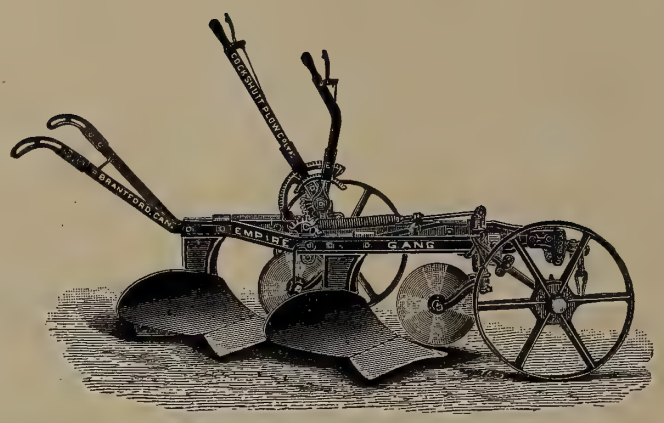

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Well Seasoned, First-Class Material

DURABLE AND RELIABLE.

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Implement Dealers to visit us at
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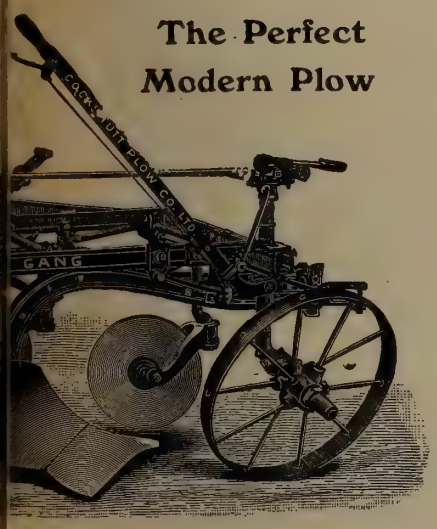

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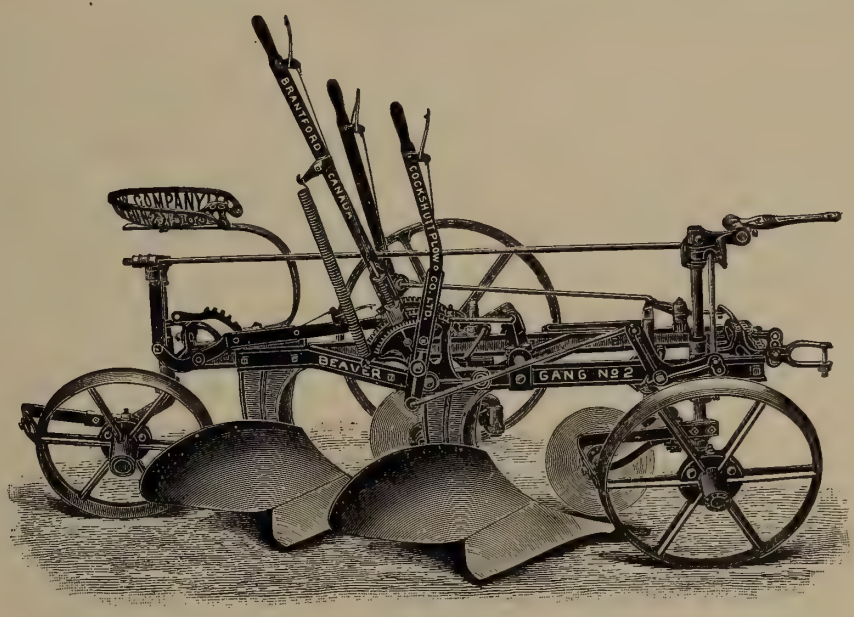

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One of our latest inventions. A thoroughly practicable and successful plow of medium weight.

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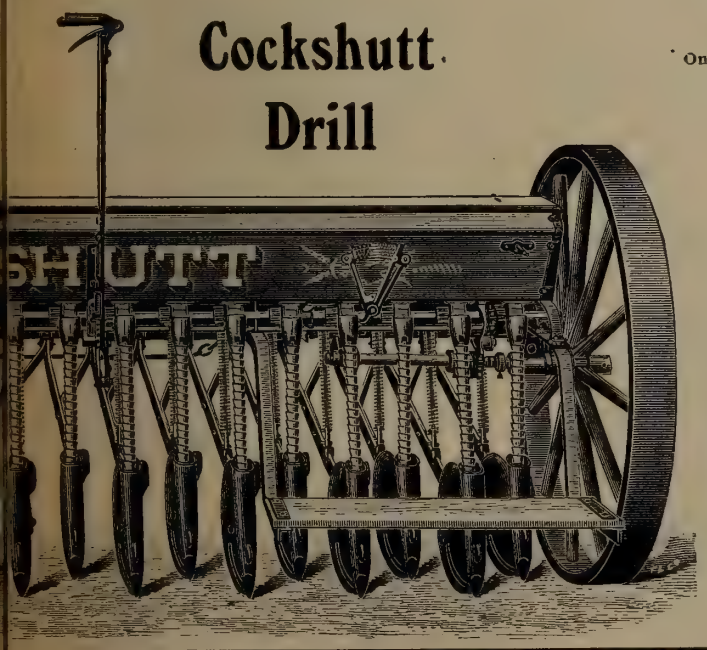

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"Ideal" and "Imperial" Windmills,
"Maple Leaf" Grinders, etc., etc.

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The Light Agricultural Motor Competition of International Interest.

From all the information that can be secured at the offices of the Winnipeg Industrial Exhibition the competition for light agricultural motors to be held during the Fair promises to be of greater interest than was anticipated when the proposition was first brought to the attention of the authorities. In all seven companies will be represented, and the fact that the entries are about equally divided between concerns from the Old and the New Worlds gives the contest an international character.

Great Britain will be represented by Marshall, Sons & Co., of Gainsborough, England, and Sharp's Auto-Mower and Tractor Co., of York, England. From the United States there will be the Transit Thresher Co., of Minneapolis, Minn., Kinnard - Haines Co., of Minneapolis, and Hind & Dauch, of Sandusky, Ohio. Canada may be said to have two entries, though they are from the branch houses of an English and a United States firm respectively; viz., the Universal Motor (North America) Syndicate, Limited, of Regina, and the International Harvester Co., of Winnipeg. All the firms named will show but a single tractor each, with the exception of the International Harvester Co., who will have on the grounds one each of their 12, 15 and 20 h.p. gasoline tractors.

Dealing with the subject we quote the following from a little pamphlet issued by Mr. A Burness Greig, who is Chief Engineer in charge of the competition. It says:

"Seeing is believing. Much has been written and more spoken of the light agricultural motor, but ere another farming season has passed we shall see, believe, and be convinced that these much needed farmers' helps are a reality, for they will be put upon their merits at the competition to be held during the progress of the Winnipeg Industrial Exhibition, July 11-17, 1908.

"The advent of the light agricultural motor will be as a birthday in Western Canada; it will be an International day, for the competition is open to the world. Further be it known that Western Canada will have the honor of holding the first light agricultural motor competition on the American continent.

"Farmers will see in the small, light, but powerful farm motor a machine that will economize labor, a substitute for many of their horses, a tractor that will permit of the use of all classes of horse implements, one that will enable them to thresh their own grain and haul it to the railroad, they will see in the light agricultural motor a universal power for the farm.

"The battles to be fought in July next will demonstrate the qualifications of these small Hercules for plowing, disking, hauling and operating the various farm machines requiring belt power.

"The plowing test will doubtless be of the greatest interest, for it is in connection with this operation that the farmers usually draw their conclusions as to the capacity of an engine. 'How many plows will she pull?' is the first question asked; the answer to which will be given during the competition.

"Many other doubts will be cleared up, for the land plowed will be disked and harrowed and seeders will be drawn over the seed bed. The rounds will be short so as to demonstrate at more frequent intervals the turning capacity and manipulation of the motors and plows when leaving and entering the work.

"To further afford an opportunity to measure the capacity of the motors as compared with animal traction, horses will be engaged in operating the same implements on the same land and at the same time. Though the above mentioned operations will demonstrate the tractive force of the motors, a further test will be made by coupling them to loaded wagons to be hauled over a course on which a variety of obstacles will be encountered.

"The belt power will be demonstrated by driving small threshing machines, pumping and running dynamos. The exact weight of each motor will be ascertained and during all tests the time and fuel consumption will be accurately recorded so that at the conclusion of the competition valuable data will be available.

"The competition will afford an excellent opportunity for comparing the merits of the steam and gasoline engines, and in considering these the farmer should look beyond the motor itself, they should be guided somewhat by the cost, quality and availability of the fuel which forms one of the main items in the working expenses.

"Many farmers have been underestimating the amount these small but high powered motors are likely to cost and this is because they have not fully grasped the multiplicity of their uses. They have overlooked the fact that the light agricultural motor will in reality be a substitute for horses, and that the amount derived from the sale of two four-horse teams will go far to pay for a reliable motor that will perform more work with greater dispatch at less cost and will not be eating its head off during many idle months.

"The smaller farmer will be enabled to possess his own motive power just when he wants it and especially beneficial will he find it when the threshing season comes round. The horse must stop to feed and his working hours are limited. Not so with the motor, it can run from daylight to dark, sweeping down the rapidly ripening grain in the hottest sun. It can, after a day's plowing, disking or harrowing, put in some useful work sawing wood, chopping feed, pumping or running the generator to light the farm house or barn.

"All interested should attend the competition to be held in July so as to see, believe and be convinced of the great future there is in store for these wee but herculean tractors. Let us bring up the child in the way it should go—with a hustle."

Dealers should endeavor to be present and witness these tests.

Royal Manufacturing Company, Limited,

WINNIPEG, CANADA,

Manufacturers, Engineers, Machinists.

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Weighers,
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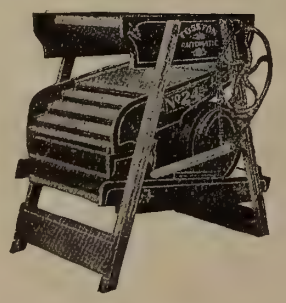
Etc., Etc.



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ROYAL MANUFACTURING CO.,
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H. T. HELGESON, General Agent,
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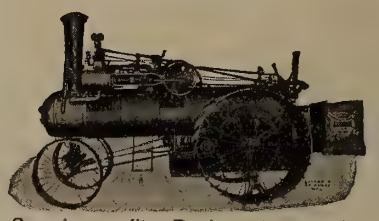
WATERLOO THRESHERS AND ENGINES



Superior quality Engines 14 to 30 h. p.
Heavy Gear Plowing Engines.

"Champion" Separators—
Sizes 28,-42 to 40,-62.

See us at Winnipeg and Brandon Fairs and discuss your prospects with us.

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BRANCH OFFICE AND WAREHOUSE:
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ADDRESS:
Waterloo Mfg Co., Limited
WINNIPEG.

Edmonton.

Crop conditions in the Edmonton district were never better than at the present time, and if nothing unforeseen happens there will be one of the heaviest yields ever recorded in Northern Alberta. Fall wheat in the Stony Plains district, twenty miles west of Edmonton, measures eighteen inches, while spring wheat and oats are fourteen inches out of the ground. Farmers expect a very early harvest, and already many of them are getting their binders into shape for the cutting season.

Mr. E. J. Ramsay, representative in Northern Alberta of the Sawyer and Massey Co., has moved his family from Winnipeg to Wetaskiwin, at which point he has established his headquarters. His firm believe that the business of this territory can best be handled from this point. We expect to see him frequently, however, as the Sawyer and Massey people have an extensive trade throughout this country, having done business here since the early eighties.

What might have been a very sad ending to the otherwise very successful meeting of the U. C. T. Association at Calgary, was averted by the presence of mind of one of the popular members of the International Harvester Co. After the convention a large number of delegates took the trip up to Banff, for the purpose of disporting themselves in the cooling waters of that delightful spot. While in bathing Mr. John Malcolm, traveller for the International Harvester Co., got beyond his depth and before being noticed went under. When he came to the surface Mr. W. J. McCallum, a member of the same staff, realized that something was wrong and swam to his assistance, getting there just as Malcolm was sinking for the third time. As soon as he was got to shore willing hands worked with him but quite a considerable time elapsed before he regained consciousness.

Mr Michael Gowda, who has been with the Bellamy Co., of this city. for the past nine years, recently resigned to take a position with the Dominion Immigration Department. He will be stationed at Yorkton, Sask. Before leaving the employees of the Bellamy Co., presented him with a very handsome suit case and an address, expressing the high regard in which they esteemed him. All join in wishing him every success in his new field of activities.

Mr. James Latimer, of the Cockshutt Plow Co., of Calgary, was in the city for several days recently in connection with business in which his company is interested.

The Edmonton Exhibition has come and gone, and was a most successful event. The weather for the first three days was all that could be desired, but the fourth and last day of the fair was anything but pleasant. There was a regular downpour of rain, which started as preparations were being made for pulling off the free-for-all race. The feature was called despite the interference of the elements, more fun resulting from the mud that flew from the whirling wheels of the sulkies than from any speed exhibited by the horses. In all classes the show was a good one, and the attendance was most satisfactory to the management.

Regina

The report issued by the Bureau of Information and Statistics of the Department of Agriculture shows a substantial increase in the acreage under cultivation in Saskatchewan in 1908. This increase is of course more marked in the newly settled districts of the Province, but even in the oldest districts there is good increase everywhere. Taking wheat first, the total acreage under crop in 1908 is 2,374,056 acres as compared to 2,047,724 acres in 1907; an increase of 15.93 per cent. The lar-

MR. DEALER—Do you know that

CATER'S WOOD AND IRON PUMPS
STAR WINDMILLS
GASOLINE ENGINES

Are the best made in the West, and our prices are the lowest.
Don't forget to see us at the
BRANDON FAIR
We will have a big exhibit on the grounds, at our regular stand. Your orders will receive prompt attention if sent to us. Write for Catalogue. Address;—
BRANDON PUMP & WINDMILL WORKS
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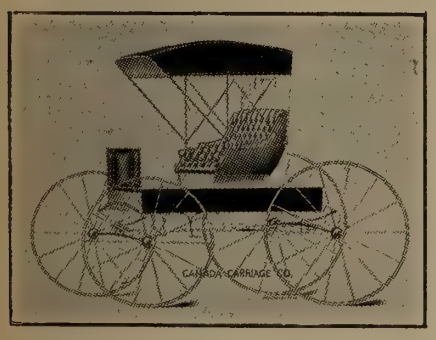
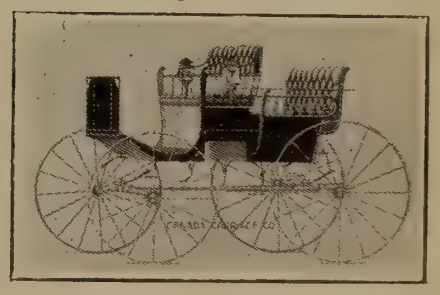
The John Deere Plow Co., Ltd.,
extends an invitation to all Implement and Vehicle Dealers visiting Winnipeg Fair to call at their New Offices and Showrooms, 110-120 Princess Street, to inspect their line of



Brockville Carriages

They are "Canada's Standard" for quality, and have many distinctive feature which we want to show you, and which we know you will appreciate



JOHN DEERE PLOW CO., LIMITED

Winnipeg Regina Calgary Edmonton

The Canada Carriage Co.'s 1909 Catalogue will be ready for distribution shortly. Send in your application for one.

gest increase in acreage is in oats, which has increased from 801,810 acres in 1907 to 1,170,452 acres in 1908, an increase of no less than 45.97 per cent. Good increases have also been made in barley and flax, the former showing an increase of 27.34 and the latter 10.06 per cent.

In the May issue I mentioned the particularly favourable conditions under which the crop was sown. In this immediate district I think it is safe to say that these favourable conditions have continued without any check, though in some districts there was a lack of moisture through May that was beginning to be felt somewhat by the end of that month. June, however, came to the rescue, and has nobly kept up its reputation as the rainy month. We had light rains the first three days of the month and a good soaking on the fourth, which, as far as can be ascertained was general throughout the Province; good rain on the sixth and seventh, and light rains almost every day up to the seventeenth. That being Wednesday, and our weekly half-holiday, we had the usual thunder showers in the afternoon, but it settled down to rain in real earnest in the middle of the night and rained steadily almost all of the next day and on into the night. It was one of the most soaking rains we ever had, and again, as far as can be ascertained, was general throughout the Province. In all during those three days over two and three-quarter inches of rain fell, and the rainfall for the month up to the 21st inst. was 4.81 inches. This was followed by most suitable weather, as it continued dull and showery for several days, and then turned very hot. The fact that it did not do so until a week after the heavy rain removed any danger through scalding of the crop.

Many conflicting stories have been circulated as to the actual length of the grain and some rather wild statements have been made. I have seen wheat measuring twenty-two inches from root to tip, and this was of no exceptional length picked from some favorable spot, but taken out of the middle of the field. But even this is very deceiving. Where a man reads of the crop being up twenty-two inches he expects to walk through a field of grain up to his knees. What is of considerably more importance is that the grain is covering the ground well, and it is, while it is from three to four weeks further advanced in growth than at this time last year. In fact, prospects could not possibly be brighter, and everything points to a record crop in 1908.

With regard to business the report is about the same from all the firms. Trade is quiet at the present time. Those who required implements for the spring and summer work purchased early, and the disposition now is to wait until it is definitely known how the present crop is going to turn out before making further expenditure. As one of our local thresher managers expressed it. "It is easy to sell to the man who marches in with his hat on the back of his head and wants to buy a four thousand dollar outfit and owns a piece of land about as big as the back of your hand, but the good, sound man, farming a section or more, is disposed to be cautious."

The firms who deal more especially in steam plowing outfits report that it has been a fairly good season, and up to expectations. Both the Reeves Co. and the Nichols & Shepherd Co. have their head office for Canada in Regina and report that sales have improved this year in Alberta, and have held their own in Saskatchewan. Steam plowing is becoming an important factor in the cultivation of Saskatchewan, and Mr. D. J. Taylor stated that he estimated that the steam plows sold by the Cockshutt Plow Co. alone would turn over 200,000 acres in a season.

The Cockshutt Plow Co. is building an additional warehouse of 40 x 100 feet to their present building.

Mr. D. Drehmer, assistant manager John Deere Plow Co., Winnipeg, was here recently on business.

Mr. I. P. Porter, manager for the Hart-Parr Co. at Portage la Prairie, was in the city June 25th, and Mr. W. H. Williams, sales manager for the same firm, from Charles City, Iowa, was here earlier in the month, looking over the ground in the interests of his firm.

Mr. George Hinchley is expecting Mr. E. W. B. Snider, President of the Waterloo Manufacturing Co., on his annual tour of inspection, about the end of June.

Mr. John Sanderson, President of the Adams Wagon Co., is stopping off here on his way to the Dominion Fair at Calgary.

Mr. George H. Bethrick, salesman for the Nichols & Shepherd Co., was here recently for a few days.

The civic authorities are considering the advisability of placing a tax on the lease-held property built upon by the implement and other firms who have located on C.P.R. property in the city. If this policy is carried into effect it is going to work considerable hardship on the firms who have established here, and will certainly prove a deterrent to firms who may be looking for a location among Western cities for the purpose of opening branches. The large implement houses, the nature of whose business necessarily requires large floor space, are already taxed on their buildings, and also pay a floor space tax on a valuation of $1.00 per square foot. The taxes thus imposed amount to a large sum, and if the city authorities persist in their determination to add to the taxes already imposed an assessment on the value of the land as well, it is going to create a situation which will merit the resentment of every implement house now located here. The implement people do not own the land, but simply lease it from year to year, and if this property is assessed the Canadian Pacific Railway Co. will certainly not be likely to pay it but will compel those leasing the land to bear the expense. While the immediate result may not cause the firms now established to change their plans, firms contemplating securing a location will certainly consider this feature before making up their minds to locate at Regina. Other points are now making strong bids for branch house business, and if capital once gets the idea that the people of Regina only want them for the purpose of soaking them in taxation, they will certainly give Regina a wide berth.

Brandon.

Mr. I. C. Nelson, of Stewart & Nelson Co., Winnipeg, was a visitor to the city since my last report.

Mr. Joseph McLean, dealer at Hamiota, passed through Brandon recently on his return from a trip to Wolseley, Sask.

Mr. Walter Chisholm, of Chisholm & Wood, implement dealers at Bradwardine, Man., was in town a short time ago. He reports good business in his district with the crops looking their best.

Mr. John Adams, of the Cockshutt Plow Co., Winnipeg, was here recently on business, and then proceeded west.

A sale of purebred stock was held in the Winter Fair Building about a month ago. While the quality was of the best, the prices secured were away down.

Mr. C. H. Whitaker, manager of the Manitoba branch of the Massey-Harris Co., in company with Mr. George Stewart, Inspector of Agencies, were here recently. These gentlemen were making an inspection trip through the province. Both were much pleased with the crop prospects and the general outlook for business.

Mr. D. B. McLeod, representative of the M. Rumely Co., of Laporte, Ind., was up here on business recently.

Brandon is at present the Military City. Just now there are some 1,200 men under canvas here. On dress parade they present a very fine appearance.

Mr. E. J. Gifford, manager of the North West Thresher Co., is at present up West on a business trip. He intended to take in the Dominion Fair at Calgary.

A number of Brandon manufacturers are making displays at the Dominion Fair at Calgary, among them being the Brandon Machine Works and the Hanbury Mfg. Co.

The Manitoba Windmill & Pump Co. are meeting with great success in their operations. They have their "Monitor" gasoline engine on the market, and are pushing its sale.

Mr. Walter Merrell, of Merrell & Kelly, Souris, was in town on business since my last report. He says things in the Souris district never were better, and is well satisfied with business conditions and prospects.

Mr. D. Nichol, agent for the Massey Harris Co., at Alexander, Man., was in town on business a short time ago. He gave a glowing account of the crop outlook in the Alexander district, and is counting on a big trade in harvest lines this year.

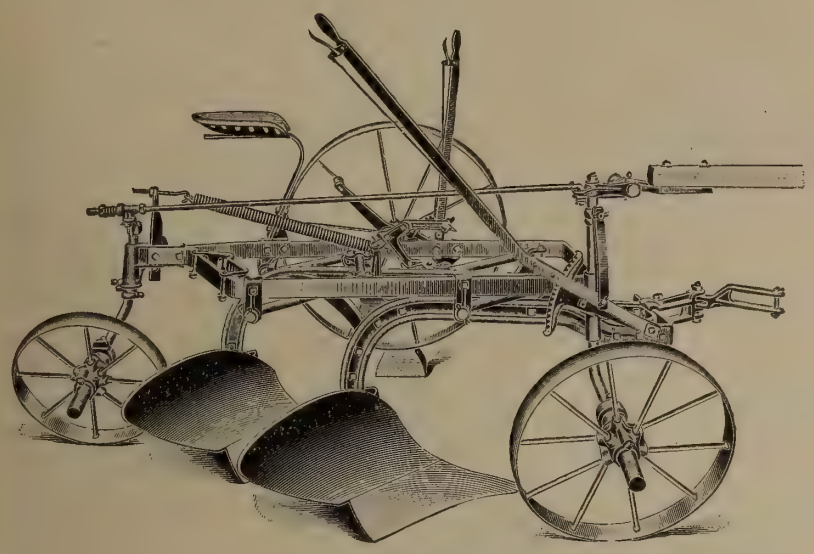
Mr. S. Kelly, of the firm of Merrell & Kelly, Souris, Man., was here during the past month.

Mr. A. B. McLeod, of McLeod & Hanley, recently returned home from a visit to the coast cities, where he was renewing acquaintences with many former Brandonites who are now resident there.

It was our pleasure during the past month to welcome Mr. F. D. Blakely, manager of Canadian Farm Implements. He is a warm baseball fan, but somehow or other we could not connect with him so that we could take him out and let him see our boys trim that Winnipeg bunch. They certainly did it.

It is a pleasure to report crop conditions this year. At this writing they are in fine shape, and have suffered no damage from any cause. Some of the wheat is in the shot blade, and there is every evidence of a very heavy yield. In a business way there is not much doing, but with the needed rains, it is expected things will brighten up from this on.

A Pair of Fall Trade Winners



BEST EVER GANG

THE BEST EVER GANG

is what it's name indicates

The Best Gang Plow on Earth.

OTHER FLYING DUTCHMAN TOOLS :

Best Ever and Good Enough Sulkies, Wheel Walking, Good Enough and Canadian Chief Gangs, Southern Chief Disc Gangs, Engine Gangs, Stubble and Breaking Walking Plows, Economy Disc Harrows, Lever Harrows.

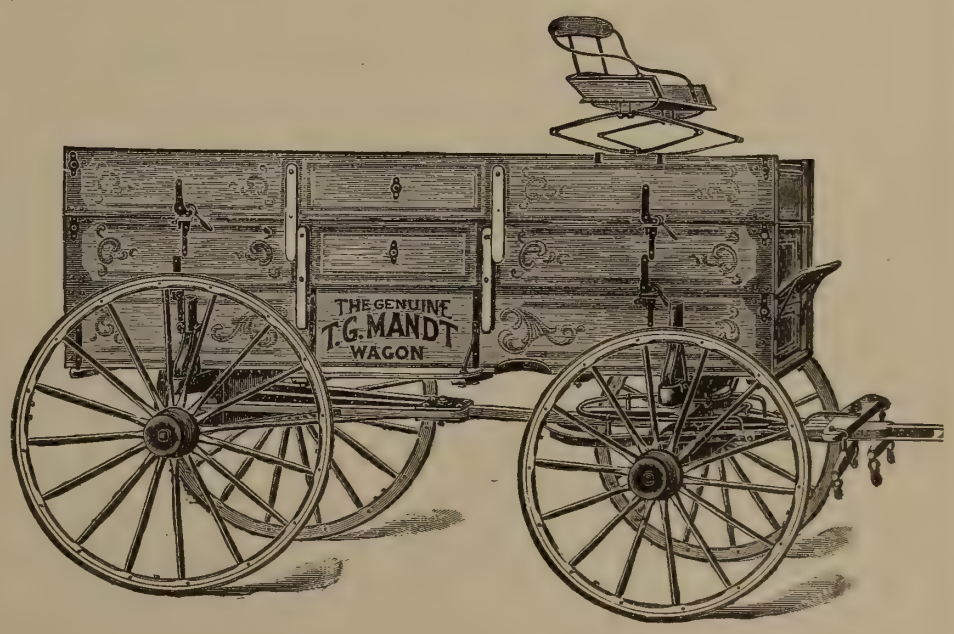
The Genuine T. G. MANDT WAGON

35 REASONS

why it is the cheapest Wagon on the market.

Get a Catalogue and read it.

We carry large stocks and as heretofore you can always be supplied promptly.



Call and See us

during the

EXHIBITION

Canadian Moline Plow Co.

REGINA WINNIPEG CALGARY

To Manufacture a Brush Cutting Machine.

Mr. T. C. Rubbra, one of the well-known implement and vehicle dealers of Wetaskiwin, Alta., a few weeks ago formed a partnership with Mr. W. J. McNamara, of the same place, for the purpose of manufacturing and placing on the market a recently patented machine, the invention of Mr. Gus. E. Roose, of Wetaskiwin, for cutting brush.

This machine, which is called the Roose Brush Cutter, consists of a triangular platform on wheels. To this platform is attached a heavy steel knife about seven feet long, which is set at an angle of almost forty degrees. In order to overcome the side pressure of the knife as it strikes the brush the rear wheels are flanged and shaped much like the discs of a harrow. Two men and a team are required to operate this machine, one man to stand on the platform and drive the horses while the other removes the cut brush so that the horses can readily pass over the ground in making the next swath. It is said that this machine can cut as much brush in one day as twenty men could cut by hand.

Mr. Roose, the inventor, settled in the Wetaskiwin district about three years ago. He soon realized that a tremendous saving could be made by clearing the land of brush with a machine instead of doing the work by hand. After much experimenting with one kind of device and another he finally produced his present brush cutter. It is said that the machine will not only cut small young trees but that large willows, four or five inches thick, fall before it as grass before a mower. One particular feature of merit is the fact that it cuts right down close to the ground.

Messrs. Rubbra & McNamara, it is understood, will immediately proceed to the manufacture of this cutter, going into the business on a large scale. When one remembers the large amount of land throughout certain districts of the West which is not now being worked on account of the fact that farmers will not locate on, or work, scrubby land when clear prairie can be secured, it will be seen that this invention should prove a great boon to the West.

It is stated that the manufacturers will make exhibits of this invention at fairs in the West, and that they will be pleased to furnish particulars to any desiring same.

Improvements, Attractions and Races at the Industrial.

Years speed on through the cycle of time, and as regularly as the seasons comes the Winnipeg Industrial Exhibition, bringing to some, the few, worries and troubles, trials and tribulations ; and to others, the many, joys and pleasures, satisfactions and happiness. Season after season this event appears to grow in public popularity, the best indication of which is the large increase in the crowds that attend each succeeding show.

For the year 1908, the officials of the Industrial have spared neither time nor expense in their efforts to make this the best exhibition ever held in Western Canada. They have continued the policy inaugurated two years ago in connection with the improvement of the grounds and building, and have made many changes and added numerous conveniences that will undoubtedly be appreciated by the visiting public.

The entry list for this year shows a most gratifying increase over last season. This is not in any one particular department, but in every section of the exhibition ; in manufactures, live stock, grain, dairy products, and all other lines.

From what can be learned at this date the exhibit of threshing machinery will be superior to anything seen here during the past few summers. Practically all the companies will be represented, while makers of accessory thresher lines are expected to be out in full force. In the machinery department the motor tractor competition is causing much discussion, and as dealers generally are interested in this particular feature, it is expected that large numbers will be in during the time the tests are on.

In the attractions line many new and elaborate stunts will be dished up. The committee having this work in hand have profited by the experiences of the past years and made an effort to get features out of the ordinary. There will be, among other things, a world-famous troupe of head balancing equilibrists, trained elephants, dancers, comedy quartettes, and a thrilling automobile double-somersault act. A grand band competition has been arranged, along the lines of the famous "tattoo" at the Toronto Exhibition last year, and this should prove one of the finest musical events that has ever taken place in the West.

The horse racing features are never neglected, and this season's list promises even better than those of other days. Last year there was considerable grouching about the way in which the races were pulled off, as well as in connection with the evident pre-arrangements of of some of the drivers. It is understood that the racing committee have this matter in hand, and intend to protect their patrons to the fullest extent. The following is the programme : On Saturday, July 11th, the Amateur Driving Club races will be pulled off. On Monday, the 13th, the bill of fare will include a half-mile pony race ; 3.00 pace or trot for horses owned in the three prairie provinces or in Minnesota or North Dakota ; the 2.10 pace or 2.05 trot ; Ladies' plate, one mile, for three-year-olds and over ; and a 4½ furlong dash for two-year-olds. Tuesday, July 14th, will witness these events : 2.20 pace or 2.15 trot for Hotelkeepers' stake ; 2.25 trot ; 5 furlong dash ; 1½ mile dash for Citizens' purse ; and gentleman's road race. For Wednesday, the 15th, there will be the 2.25 pace or 2.20 trot ; the 2.13 pace or 2.08 trot for Merchants' and Manufacturers' stake ; 6 furlong dash ; one mile, selling ; and 6 furlong dash for horses bred in Western Canada. On the 16th, Thursday, will be held the 2.15 trot, Free-For-All, pace or trot, Winnipeg purse ; 5 furlong dash, selling ; Hunt Club race. For Friday, the 17th, the last day of the show this is the programme : 2.35 trot ; 2.17 pace or 2.12 trot, 6 furlong dash for horses that have not won a race during the meet ; and 5 furlong dash for horse not getting into the money at the meet.

Again dealers are urged to take advantage of the opportunity and visit the city. Down town the jobbers and manufacturers of implements and vehicles are sprucing up for the event and every dealer will get a royal reception. A change will be good for every man in the trade, so come on in and enjoy yourself from the 11th to the 17th of July.

Fine Prospects for Crops and Trade in Alberta.

Mr. J. A. Brookbank, the well-known General Agent of the International Harvester Co., at Calgary, wrote us on June 27th, respecting crop conditions as follows :

"Prospects and conditions give the most magnificent outlook ever known in this part of the country. Our reports, which we receive from every point once a week, have not shown a single complaint with regard to the crops and the progress of growth up to the present writing.

"The winter wheat district in Southern Alberta is particularly attractive because of the fine stand of grain and the general evenness of the crop, and it is now anticipated that cutting in this district will be commenced during July. This is certainly a wonderful record for this country and speaks volumes for the future of this great winter wheat belt, which comprises practically all of Alberta south of Calgary.

"There has been very little let up in the progress of development in this country, both in the incoming of settlers and homeseekers, as well as in the improvements carried on by those already located throughout this field. These latter are showing a steady, gradual and satisfactory progress in the improvement of their surroundings, and this, together with the unrivalled natural conditions that prevail here, is bound to make this district one of the greatest on the continent. The fact that mixed farming is being practised has made it possible for the agriculturists to have considerable money this season, despite the hamper caused by the unfavorable crop conditions of last season. There is a very good percentage of increase in the crop acreage as compared with last year, and there is a large increase in the amount of new prairie brought under the plow this summer, so that there is every indication of a greater crop acreage next year than ever before.

"Business in the implement line has been most satisfactory, and prospects for a heavy harvest trade are greater than I have ever known in this territory. I have no lack of confidence whatever in the future of sunny Alberta, and from the momentum given to its development by the records of the past it will take more than one or two total crop failures to put any dent in the wheel of progress that is so much in evidence in this part of the world."

The kindly 'Squire of the neighborhood was just leaving from a friendly social visit to Mrs. Maguire.

"And your son, Mrs. Maguire?" said the 'Squire as he reached for his hat. "I hope he is well. Busy, I suppose, getting ready for his wedding tonight?"

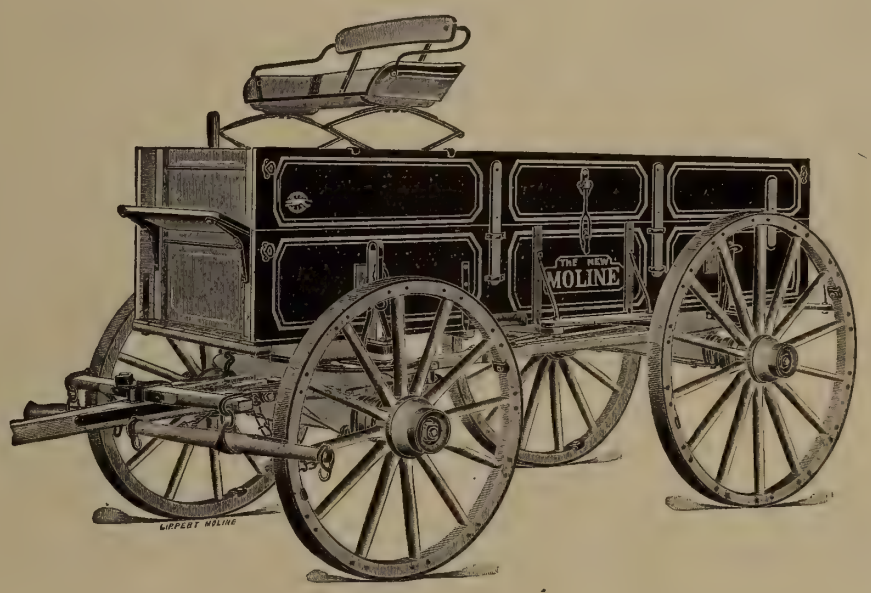
"Well, not very busy this minit, 'Squire," answered the beaming mother. "He's upstairs in bed while I'm washing out his trousseau."

During Winnipeg Exhibition make the John Deere Plow Co. Building, 110-120 Princess Street, your headquarters, where they can demonstrate to you that the Manufacturers of

The "Moline Wagon"

are adhering strictly to the old method of manufacturing farm wagons exclusively from

"White Oak and Hickory" for the Gearing



We are enabled to continuously supply our customers with wagons constructed of those select woods, due to the fact that we own our own timber land. This land comprises an enormous acreage filled with the best White Oak and Hickory.

Dealers will be interested in this information regarding the Moline Wagon since the keystone for a dealer's success is the quality of the farm wagon he furnishes his customer.

The troubles that the farmer may have with the implements he uses in the Spring are forgotten at the harvest time. Any faults that may be found with the tools he uses at harvest time are no longer in his mind when he buys his tools for the Spring requirements.

Not so with the farm wagon—it is before him every day in the year and any trouble he may have with it will enlarge on him from day to day.

Avoid dissatisfaction on the part of your trade and buy the "MOLINE WAGON."

MOLINE WAGON COMPANY, MOLINE, ILL., Manufacturers.

GENERAL AGENTS:

John Deere Plow Company, Limited

WINNIPEG REGINA CALGARY EDMONTON

Calgary.

Robt. Walker, of the J. D. Armstrong Carriage Co. Guelph, Ont., is a visitor in Calgary during the Fair.

Mr. J. A. Sanderson, President, of the Adams Wagon Co., at Brantford, Ont., visited the local representative of the Cockshutt Plow Co. during the Fair.

Mr. J. A. Latimer, of the Cockshutt Plow Co. here, spent a couple of weeks during June visiting eastern centers, calling at Chicago, St. Paul, Toledo, Toronto, Brantford and Winnipeg.

Mr. Fred Weed, Manager of the De Laval Separator Co., Winnipeg, was a visitor in Calgary during the past month. His pleasant smile was quite refreshing to us and we think that the De Laval business and prospects generally in Alberta were refreshing to him.

Mr. Fred Wright, of the Canadian Moline Plow Co., here, was in hospital for a short time in the past month with an attack of the measles. Fred thinks that it was a shame that a full grown man should be put in quarantine for a measly matter of this kind. However, he is looking well after his forced rest and we think the holiday will do him no harm.

The regular monthly meeting of the Alberta Wholesale Implement & Carriage Dealers' Association was held June 6th. Routine business was arranged; there being nothing of special importance before the meeting. Messrs J. E. Ruby, Manager of the Frost & Wood Co., Winnipeg, and F. E. Masterston, of the Stover Engine Works Company, Freeport, Ill.. were present as visitors.

Mr. A. G. Austin, who has had charge of the collections for the International Harvester Co., Calgary, for some years, has severed his connection with that Company and left the city.

Mr. Geo. K. Wedlake, Superintendent of the experimental department of the Cockshutt Plow Co., at Brantford, spent a short time in Calgary with the local branch of the Cockshutt Plow Co. In company with Mr. Latimer, the local manager, he spent some time in Southern Alberta on experimental work.

Mr. J. E. Ruby, Manager of the Frost & Wood Co., Winnipeg, spent ten days with the local branch during June. Accompanied by Mr. J. P. Minhinnick, General Agent for the company here, he made a short trip over Southern Alberta to see for himself if the fairy tales were true which he had been hearing about the wonderful crops in that section of the province. Needless to say he was able to confirm all reports heard and in his drive out of Nanton and Stavely saw some of the excellent crops of fall wheat which bore out all claims made by Southern Alberta people.

It will be satisfying to all Western Canadian implement dealers to learn of a giant implement combine formed in Alberta recently, when The Wholesale Implement & Carriage Dealers' Association, in making a automobile trip from Calgary last month, over Southern Alberta, got together and decided to unite forces and put up an immense distributing warehouse at Macleod. The following extract from the Weekly Chronicle of Macleod, under date of May 28th, is our only authority for this as it cannot be confirmed in the local offices of the different companies mentioned. Apparently the managers of the implement houses were feeling pretty good and told some hot yarns or the editor of the Macleod paper has been having a dream. The extract is as follows:

"The Chronicle has received information from an authentic source that at least two and probably more of the large farming implement firms doing business in Alberta are to consolidate their terests. The International Harvesters Co. and the Massey-Harris Co. will unite forces and possibly will be joined by the Tudhope Anderson Co., Cockshutt Plow Co.. John Deere Plow Co., and the J. I. Case Threshing Machine Co. Macleod has been selected as a distributing point for Southern Alberta. A site has been secured on the C. P. R. Depot grounds and a large warehouse will be erected just as soon as possible. This place was selected for headquarters after a thorough investigation of the country to be covered by the company, and speaks volumes for the situation of Macleod as a business centre. In conversation with one of the leading implement men, our representative was told that this was undoubtedly only the beginning of warehouses that would be erected in the near future by dealers and jobbing houses in other lines."

Mr. J. P. Minhinnick, General Agent for the Frost & Wood Co., recently visited his company's agencies on the C. N. R. line, east of Edmonton, and a number of the points between Calgary and Edmonton.

Mr. S. H. Roe, Manager of Tudhope Anderson & Co., here, inspected a number of the local agencies throughout the province during the past month.

Mr. W. H. Hunt, Manager of the Massey-Harris Co., here is taking his holidays this year with the Alpine Club in the Rocky Mountains. This is an excellent way of spending holidays for any man who is sure of always being steady on his feet.

Mr. David Drehmer, Assistant Manager of the John Deere Plow Co., was in Calgary on business in June. While here he took a short jaunt up to Banff to view the glories of that famous resort.

Mr. A. W. Trickey, Office Manager of the Calgary branch of the Massey Harris Co., has just returned from a month's trip in the east.

Calgary's Dominion Fair, which will have almost terminated by the time this appears, proved a much greater success than even the management anticipated. Practically all lines of industry in the West were represented by elaborate displays. The various departments were crammed full of exhibits, and the different officials in charge of them were heartily congratulated, both by the exhibitors and spectators, for the excellence of the arrangements.

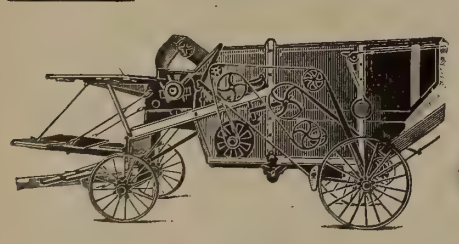
On Opening Day, July 1st, 23,000 were registered through the turnstiles. The feature of this day's programme was the interesting and unique street pageant held in the morning. The idea of this parade was to give a representation of the Yesterday and Today of life in Western Canada, and in conception and execution. was worth all the praise it received. Among the implement houses taking part were the Massey-Harris Co., and the International Harvester Co. Both had gorgeous get-ups, particularly the former.

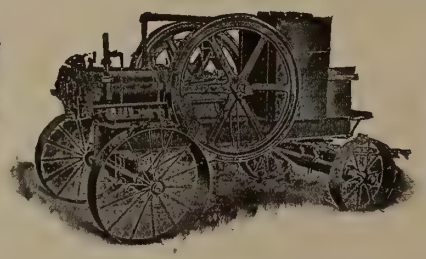
The exhibit of machinery on the grounds was certainly the finest ever gathered together at one point in Sunny Alberta. Most of the firms doing business in this territory were represented. Owing to the lack of space it is impossible to give separate descriptions of these different displays. The following firms were in attendance: Reeves & Co.; Chapin & Co.; J. I. Case Co.; The Aultman-Taylor Co. Gaar-Scott & Co.; Haug Bros. & Nellermoe; Sawyer-Massey Co.; Nichols & Shepherd Co.; American Abell E. & T. Co.; The Ontario Wind Engine & Pump Co.; De Laval Separator Co.; Canadian Fairbanks Co.; Universal Motor Syndicate Co.; Dominion Carriage Co.; Harmer Implement Co.;Petrie Mfg. Co.; Royal Mfg. Co.; Hero Mfg. Co.; Burridge-Cooper Co.; Sharples Separator Co.; Raymond Mfg. Co., and the Barrie Carriage Co. The Nichols & Shepherd exhibit contained a Deere engine gang and a new Western Road grader handled by John Deere Plow Co.

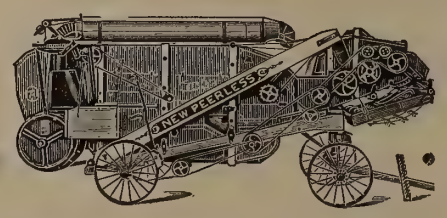
Geiser Celebrated "Sieveless" Separators

and GASOLINE ENGINES

are the latest and the most up-to-date Machines on the market.







LEADING FEATURES "SIEVELESS," "THE GRAIN PLATE AND ROLLER SYSTEM" and Automatic Blast.

This new process has revolutionized the whole process of threshing and cleaning grain. It eliminates the old fogy sieve, does better work, and has 25 % more capacity. Special sizes manufactured for Gasoline Engines for farmers' own use and custom threshing.

Do not buy until you see our new Illustrated Catalogue, No. 4. Send for it. It is free.

AGENTS WANTED IN ALL UNREPRESENTED DISTRICTS.

BURRIDGE-COOPER CO., Limited,

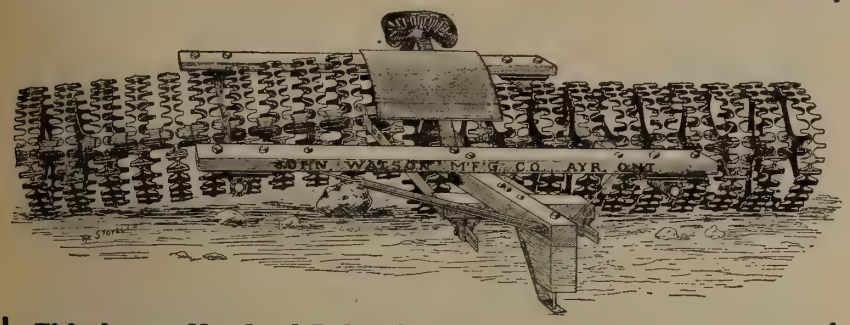
156 Lombard Street, WINNIPEG, Man.

CANADIAN AGENTS FOR THE GEISER MFG. CO.

See our Exhibit at Winnipeg Fair and talk over prospects with us.

PULVERIZERS

Get your customer to use one of these on his summer fallow. It packs the soil so that it plows perfectly, prevents blowing and conserves the moisture.



This is our 22 wheel Pulverizer. Order your sample NOW.

We manufacture and sell:

Wood and Pole Saws, Horse Powers, Sleighs, Bevel Jacks, Grain Grinders, Roller Crushers, Wood and Steel Harrows, Pulpers, Wheelbarrows, Warehouse Trucks, etc., etc.

WRITE US

John Watson Mfg. Co. LIMITED. WINNIPEG.

EXHIBITION 1908 EXHIBITION

YOU are cordially invited to inspect our working exhibit of modern steam

Threshing Machinery

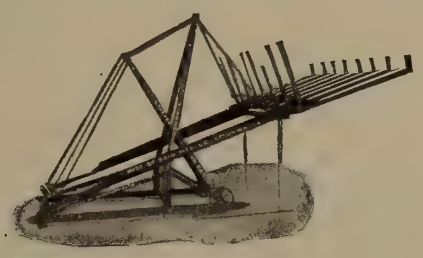
COR. DUFFERIN AVE. AND SINCLAIR ST. WINNIPEG.

AMERICAN-ABELL ENGINE & THRESHER CO. LIMITED. TORONTO, CANADA.

Directly Opposite Carriage Entrance to Exhibition Grounds Winnipeg.

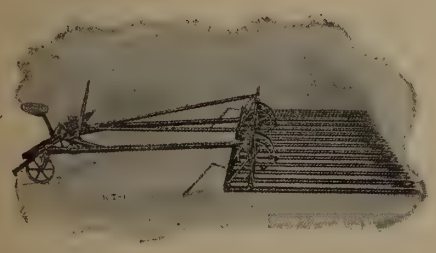
American-Abell Engine & Thresher Co. Ltd.

Toronto, Ont. **Winnipeg, Man.** **Regina, Sask.**



Wherever hay is raised dealers can make money selling the

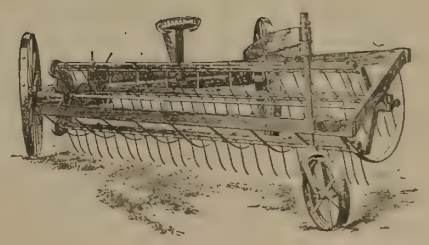
GREAT DAIN LINE OF HAY TOOLS



The TIME, HAY and LABOR SAVING features Dain Tools possess and the supreme satisfaction they give the users will spread a reputation for efficiency over your entire territory and will cause hay makers to come to you for DAIN Tools.

The Dain Line comprises a variety of tools from which any hay maker's requirements can be supplied with equipment especially adapted for his use.

Write at once aud secure the agency for this money-making trade-building line of Hay Tools.

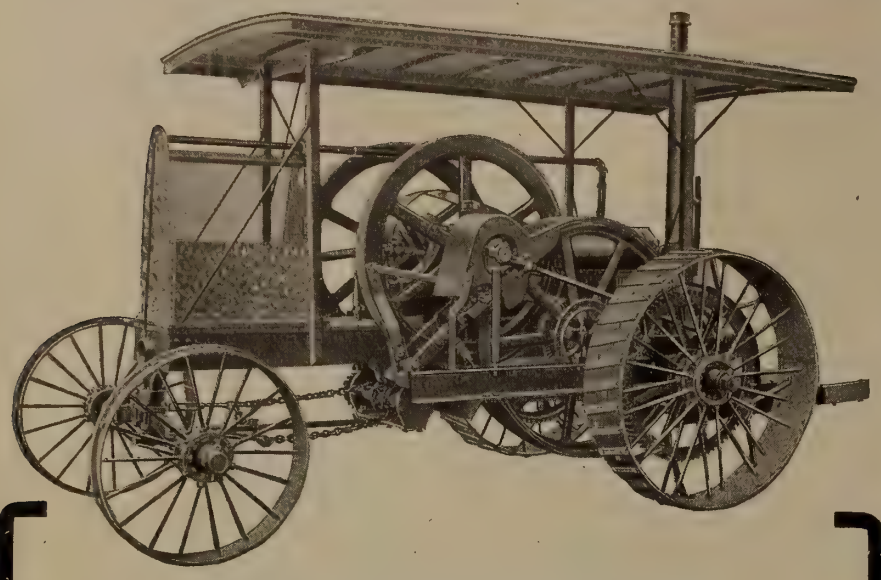


General Agents **JOHN DEERE PLOW CO. LTD.**

WINNIPEG REGINA CALGARY EDMONTON

DAIN MANUFACTURING CO. OTTUMWA, Ia. U.S.A.

L. D. KOSER, Preston, Ont., Canadian Representative.



Get Ready to Supply the
Demand for Farm Powers

ARE you ready to supply the demand for farm powers that will be created at the Winnipeg Exhibition? Every farmer attending that exhibition will see what can be accomplished by using an International Harvester Company gasoline engine, and will be so favorably impressed that the demand will put renewed life into the dealer's business who is ready to supply the demand.

This is not idle conjecture. It has been the result of every exhibition where these engines have been demonstrated.

Farmers at the exhibition will be in a receptive mood. They will see how easily International Harvester Company engines can be operated. They will note the small amount of fuel required to do the work. These points will be thoroughly impressed upon their minds. They will at once realize that gasoline engine power is exactly what they must have if they are to get the biggest profits from their efforts.

The International Harvester Company gasoline tractor, one of the most popular engines in the line, is the most economical power for running a threshing machine, or for any other work where a tractive power is required. This

tractor will be fully demonstrated at the Exhibition. When the farmers see how steadily this tractor runs, how it regulates itself to the load it is carrying; when they see that no teams and men are necessary to haul water and coal; that there are no sparks flying, and that the engine runs incessantly with practically no attention, they are going to purchase this engine if in need of a tractor.

In the I. H. C. line of gasoline engines will be found a power suitable for the requirements of every farmer, no matter for what power purpose he needs it—running the cream separator, churn, saw, feed grinder, pump, etc. These engines are made in the following styles and sizes:

Vertical 2 and 3-horse power
Horizontal (Stationary and Portable) 4, 6, 8, 10, 12, 15 and 20-horse power.
Traction 10, 12, 15 and 20-horse power.
1-horse power air-cooled
Spraying, sawing, pumping outfits and jacks.

Now is the time to secure a contract to handle these engines, and be ready to get a share of the business. After you have placed a few of these engines in the hands of farmers in your locality, you will realize their value as silent salesmen.

See our blockman in your locality at once, or write nearest branch house for full information on these engines, also for particulars concerning terms and territory.

Western Canadian Branch Houses

Calgary, Alta. Winnipeg, Man. Regina, Sask.

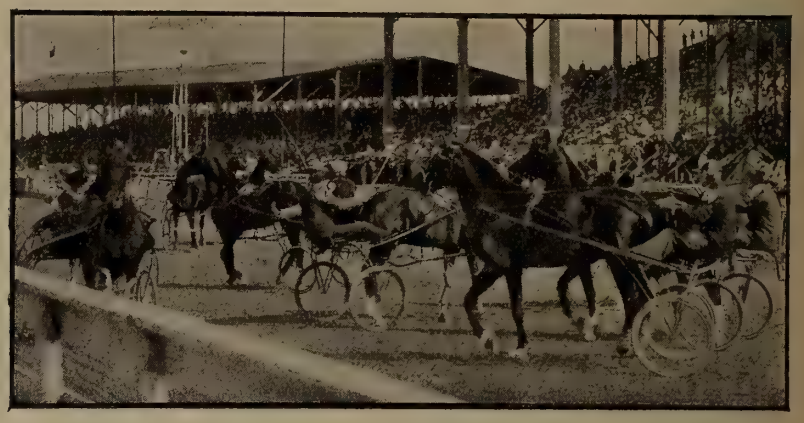
INTERNATIONAL HARVESTER COMPANY OF AMERICA

(Incorporated)

CHICAGO U.S.A.

The Winnipeg Industrial Exhibition

JULY 11-17.



Unusually Large Racing Entries

Stake Entries Larger Than Ever Before

Special Features:

12 Bands in Competition

America's First Farm Motor Competition

(An attraction that has never before been given to the Canadian Public)

SUPERB MACHINERY DISPLAY

MILITARY TATTOO DOG SHOW

LARGE EXHIBITS OF STOCK AND POULTRY

Collection of Art gathered from the English, Dutch and French Artists.

The World Renowned Innes Band

Manitoba Amateur Athletic Championships

Every Day a Good One

A. A. ANDREWS, President.

W. SANFORD EVANS, Vice-President.

A. W. BELL, Manager and Secretary.

One-Price System in Retail Vehicle Trade.

If the job is right make the price right and stand pat.

By C. D. Ringgold, (In Farm Implement News.)

In this country as well as in the United States there are many dealers who are stout advocates of the one-price system. But here as well as there men are to be found who have never given this subject the thought and consideration to which it is entitled, and who have never arrived at any definite decision as to their policy in respect to this important matter. Hereunder we reproduce an article on it which appeared in a recent issue of Farm Implement News. This is from the pen of Mr. C. D. Ringgold, who is well-known in vehicle circles across the line. It deals specifically with the vehicle end of the business but is just as applicable to all other lines handled by the up-to-date dealer. It says:

"A lot of you dealers who read the caption of this article said to yourselves at once: "It cannot be did! Impossible to sell buggies on a strictly one-price basis." There are old ones to be traded for, and possibly you remember having sold some of these at a pretty stiff price and your customer will be wondering at the difference in your valuation when he owns the job and when you owned it, and so a thousand and one reasons will come popping up to prove that a one-price system is impracticable and well nigh impossible.

"There is the man who wants credit and the man who pays cash, the good risk and the poor risk, the man who makes claims that are unwarranted and unjust and that no manufacturer will allow, claims that you must take care of in some way so as not to lose the claimant's trade, good will and influence.

"Then there is the liveryman in your town who has rummaged around among the factories until he pretty nearly knows just what you pay for your vehicles. There are the old and the young Toms, Dicks and Harrys with whom you have dickered and haggled and "belliaked" about the price of a buggy for many, many years, taking up your valuable time at a season when other and perhaps more desirable customers were impatiently waiting to be waited upon, nothing between you and the aforesaid Toms, Dicks and Harrys except the price, for they are satisfied with the quality of the work, and terms and everything but the chance to beat you down still further on your price, which doubtless is already too low.

"The world is full of hagglers over the price who have been educated by tradesmen always to offer less than is asked for the article they want. No matter how good the quality or how low the price named at first, the people of this class are prone to question it and make an offer of a lower one. As a rule you cannot offend one of this class more quickly and more thoroughly than by accepting his offer too soon. How often one hears them say: "I made him an offer and he took me up so quickly that I am afraid of the deal."

"When a man succeeds in beating down a dealer's price he is never satisfied, for he always has a lingering suspicion that if he had only hung out for something better, had dickered and haggled, gone away and come back, home and back again some other day, told how well he could do elsewhere, that the dealer would have cut a little lower. This is always the case in any business where a price is not maintained.

SETTLE THE PRICE FIRST.

"A variety of prices makes a variety of dissatisfied, suspicious and discontented customers. It makes the salesman's and the proprietor's life miserable, destroys confidence in themselves and their goods, cuts profits, makes a business uncertain and unreliable and carries with it a train of ills too numerous to mention.

"Then why not cut it out? Cut out the haggling and the dickering. Whatever else you have to talk and argue and take up time with don't let it be the price. Settle that on the very start. See to it that you are giving your customer value for his dollar all through.

"Settle the price question the "first crack out of the box." If the job is right, make the price right and stand pat until there is ice in Hades.

"If they go out this time they will know you mean business the next time and that there is nothing gained by making you offers.

"They will respect you more as they deal with you day after day and year after year.

"Your customers will always have the satisfaction of knowing that they have bought these vehicles of you just as low as you would sell them.

"They will never feel that if they had tried hard enough they might have gotten them cheaper.

"There is great satisfaction in this, too. Who of us has not, when trading at any kind of two-price house, thought that if we had stood out longer on the price we could have done a whole lot better?

"Do we not always feel when we buy at a strictly one-price house that we did as well as we could, and isn't there a lot of satisfaction in just that feeling?

"How often have I seen a dealer lose valuable time, when other customers were waiting to be waited on, by haggling over the price with some customer whom no doubt he had educated to buy goods in this way.

(*Continued on page 28*)

Central Business College

WINNIPEG, MAN.

Write for Catalogue.

See our exhibit at Brandon Fair, The most complete display of Windmills, Gasoline Engines, etc , ever made in Western Canada.

MAKE IT YOUR HEADQUARTERS.

OUR "MANITOBA" WINDMILL.

It will pay you to inspect the

Manitoba Line

Our "Manitoba" Power and pumping mill is conceded to be the best mill on the market. Built to meet Western conditions, it fulfils the requirements.

Our "Monitor" gasoline engine, built in Brandon, is without a peer. Strong, safe, sure, satisfactory, it is just the kind of engine your customer wants to buy. Every engine furnishes its share of power to operate our factory for ten days, thus when it leaves our plant all the bearings are perfectly smooth and it is in the most efficient running order. Our guarantee is back of every "Monitor."

OUR "MANITOBA" GASOLINE ENGINE.

Our other lines bearing the "Manitoba Brand, the Standard of Excellence" are

Wood and Iron Pumps, Cylinders, Emery Grinders, Feed Grinders, Saw Frames, Steel Tanks, Steel Towers, Pumping Jacks, etc., etc.

Write us, if you are not coming to Brandon Fair.

THE MANITOBA WINDMILL & PUMP CO., LIMITED,

Box 301. **BRANDON, Man.**

A CASE IN POINT.

"I will relate an instance—a case in point. I was sitting in a customer's store in a town in Illinois where there are two large vehicle dealers. I was selling my customer (a carload, of course), when in walked an intelligent farmer.

"Said the Intelligent Farmer to Mr. Dealer: "Have you a good quarter leather top buggy, steel tires, for $75."

"Said Mr. Dealer to the Intelligent Farmer: "I have, so I have, just the best ever for $75. Come with me, friend, and I will disclose it to you."

"I waited some little time for Mr. Dealer to return. Finally he came back. He had a broad smile on his face and I knew instinctively that my esteemed customer had made a "killin'."

"Quoth he: "Did you hear what that intelligent farmer said to me about a $75 job?"

"Yes."

"Well, I showed him a $75 job and he thereupon asked me what was the least I would take for it. I said: 'Friend, of a surety you are a stranger to this house and this house's methods. We do not say one thing with our mouths and mean another thing in our hearts. We are the only and original strictly one-price vehicle house in this town. The price for this buggy is $75, no more, no less. $74.99 will not buy this job. You certainly know what you are doing here."

"He fell on my neck and wept tears of great joy and said all he wanted or expected in buying a buggy was the satisfaction and supreme content of knowing for a surety that he had bought the job as cheap as he or anyone else could buy it in this particular place, and that although there might be places in the world where the same kind of a job might be bought cheaper. he did not know where they where and did not have time to look them up. He said he had come in skeptical about prices as the other house had offered him a $100 job and after some talk had voluntarily cut the price down to $75. He was afraid to buy there for fear of not getting at bed rock."

"This is a true story. The same Intelligent Farmer is, I happen to know, still buying his buggies and harness from this same one-price house and is still satisfied and contented and this was ten or eleven years ago.

WHAT THE RESULT WILL BE.

"I know that numerous and varied objections may be raised against selling buggies at one price, and I know, too, that they can all be made and answered in a very short space.

"In the first place you have got to stop somewhere and stand pat on your price. Why not do it on the start? If there is an old buggy to trade in, allow what you can get for it and get your price for the new job.

"If there is a quantity or several jobs involved in the deal, allow a special discount for this and keep your regular price intact.

"If it is a liveryman who buys more than a regular customer, give him a little extra discount, but never cut a price after you start in to sell a customer.

"Whatever you do, stand pat on your first price. This will inspire confidence and make it easier for you to do business from day to day and year to year.

"Your trade will know that your prices are reasonable and fair.

"They will look upon you as a reliable dealer whom they know "where to find."

"They will believe what you tell them.

"Every day your following will grow and the trade you win in this way and by these methods will stick to you.

"They will swear by, and not at, you.

"Your customers will not go "skating" around looking for lower prices if you have the jobs they want.

"This will require a little time, but it will be worth all it costs. Try it."

Education a Necessity.

A man's value to the world is in proportion to his ability to do things; his ability to do things is restricted by the limit of his education or preparation. Manual labor, while fully as necessary and as honorable as mental labor, does not pay so well and, following this line of logic, we must regard education as an investment. No investment that can be made will yield half as great returns in good hard dollars as will a judicious investment in an education.

Too many people regard an education as an ornament something nice to have but in the same class as pictures on the wall and pink neckties. There is a prejudice among some classes against an educated person, a very silly prejudice, but there nevertheless.

Instances are frequently cited of "self-made" men; men of little or no education, who have achieved distinction in some walk of life, but who can say to what heights these same men could have attained had they been thoroughly prepared for the battle of life! These same self-made men are wont to "modestly boast" of the obstacles they overcame, without considering the useless waste of energy in overcoming them.

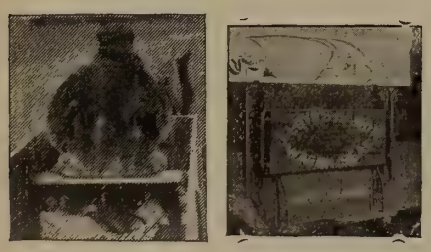
Instances are also pointed out of how dismally some highly educated men have failed and yet who can say, with reason, that they would not have failed ignominiously had they been uneducated?

A carpenter can build well only after he has been prepared for that work—after his hands have acquired the necessary skill. A blacksmith can not properly shoe a horse until the requisite skill is acquired; nor can a farmer plow a straight furrow until the art has been learned. All of these being plain and evident facts, how can we expect a man to think clearly and correctly until his mind has been given the training necessary.

Education must no longer be regarded as a pretty accomplishment for the wealthy, but as an absolute necessity for every one.

Brains need cultivation as well as crops, and muscles to make them develop.

LLOYD'S
Handy Low-Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Order your wagons without seats and order your seats from us. By so doing you will make more money and give better satisfaction. Farmers will choose this seat in preference over any other every time.

Write for quotations at once to

Wawanesa Wagon Seat Co.,
WAWANESA, MAN.

Well-drilling pays better than farming!

Why not start a well-drilling business in your locality?

Everybody uses water. A drilled well is the only means of obtaining a pure, cold and unfailing supply. The famous

KEYSTONE DRILLER

is the quickest, cheapest and best machine on the market. Thousands of men all over the world are making big incomes with Keystone Drillers. There is no dull season for these men as is the case with farmers and threshermen, for a driller works all the year around. If you have mechanical ability you can earn several thousand dollars a year with a Keystone Driller. With a little hustle you should earn enough in two or three months to pay for your machine. Write us to-day. We will send you our free well driller's instruction book and tell you all about our plan. Don't wait until someone else has your territory covered, do it now.

DEPARTMENT 13
KEYSTONE DRILLER CO., Beaver Falls, Pa.

GRAND TRUNK RAILWAY SYSTEM
SUMMER TOURIST RATES

THIRTY DAY and SEASON tickets now on sale to all points in

Eastern Canada
AND
New England States

choice of routes via St. Paul, Chicago and GRAND TRUNK RY. or Port Arthur Northern Navigation Company, Sarnia and GRAND TRUNK.

STOP-OVER privileges allowed. Free Side Trips to Niagara Falls and Ottawa on certain tickets.

Agency for Ocean Steamship Lines and Cook's Tours

For full particulars apply to

A. E DUFF,
General Agent Passenger Dept.
260 Portage Ave. Winnipeg.

Phone 7098.

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS.
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER
TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold.
Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY **FRAZER LUBRICATOR CO.**
FACTORIES: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

The Matter of Dealers' Advertising.

Much has been said and written on the value of advertising in the past, and infinitely more will be said and written in respect to this mighty commercial force in the future. As one goes over the weekly publications from all over the West it is gratifying to note that among the best advertisers in the different local sheets are the implement and vehicle dealers.

If we review the situation in the world of business today and compare it with the conditions of twenty-five years ago we are simply astounded at the progress that has been made. This does not apply so particularly to Western Canada, but rather to the larger centres of population of that time.

During the past quarter century advertising has grown and developed so tremendously that it has simply dragged the industrial and commercial worlds along by the force of its irresistible power. Businesses started from insignificant beginnings, through judicious and continuous advertising have been built up to mammoth proportions.

Long years have rendered proofs, as innumerable as the sands of the sea shore, of the value of advertising, and it is well that this most important matter should receive the careful thought and consideration of the men of the retail implement and vehicle trade of Western Canada.

As in everything else every dealer meets with a different problem in the matter of his advertising. Probably he has not much money to commence a publicity campaign, or he questions the value of mediums, perhaps he has never written an advertisement and is at a loss how to do it, or may be skeptical of the value of it. There is nothing that will prove advertising so effectually as advertising, but there is no hard and fast rule that can be laid down as to the methods under which a campaign must be conducted. There are nevertheless a few principles that must ever be present in every and all advertisements.

Among these principles are to be found truth, confidence, and value. Any publicity unless founded on truth, while it may gain results for a time, will prove disastrous in future business. When truth is established a feeling of confidence is created, so that a dealer who is successful in building up confidence must always be able to return full value to his customers for the money they pay him.

Originality in advertising is a pulling force of inestimable worth. If a man has the qualifications enabling him to produce copy distinct, attractive, and appealing, though different from all his competitors, he has a most valuable asset with which to start campaigning But for every man that has this qualification there are hundreds who have not. Consequently it is more important that we address the numbers than the individual.

Make the advertisements appeal. See that there is not too much matter in the copy to confuse the man whom it is desired should read it. Take a few, or one or two, good features of one or two particular lines at a time, and —drive the merits of those points home. That is what makes good advertising. See that the advertisment is nicely displayed, use a cut or two, but first make sure that they will give clear reproductions. A cut that is a blur is worse than useless to any advertisement.

Don't hesitate about using good space. It is axiomatic in the world of publicity, and is generally recognized by the buying public, that big space stands for big concerns. Don't doubt the use of large space when advertising. Give the matter a lot of white space. That is, give it sufficient white space to make it stand out predominant in the section of the paper in which the advertisement is inserted.

Change the copy regularly. Don't let it stand from week to week and from month to month. Change it continually, even though but one article is dealt with in several successive issues. Change the copy. It makes those who scan the paper read the advertisement where they would otherwise pass it by, having seen it before.

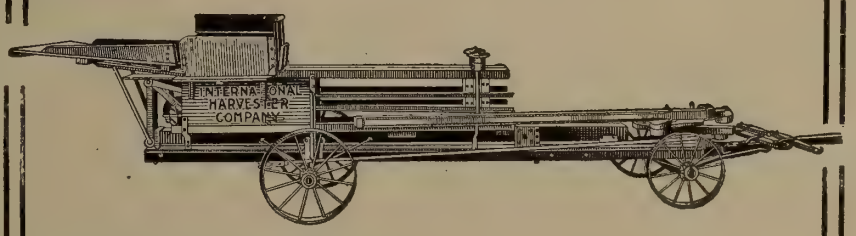
How much shall a man spend on advertising each year? This is a question that confronts every man who considers the matter of advertising. It is one that is largely determined by conditions. It is safe to say, however, that two per cent. of the total turnover of a business should be devoted to increasing and securing new business. That is generally conceded by advertising experts as a fair estimate of what should be spent from any business for the purpose of insuring business for the future.

We shall be glad to have dealers write to us regarding anything in this matter of advertising with which they are not conversant. We are open at all times to give any suggestions or to answer any correspondence from members of the retail trade on this subject. Ponder these things stated above, and if we can further help you or clear up any wrong impressions you may have, please write us.

The Paying Advertisement.

Advertisements that convey information, that discuss quality, explain differences in values and prices, are of the highest order, and can be relied upon to be most closely read by buyers, and, naturally, result in bringing business to the advertiser, says Cordage Trade Journal. Such advertisements appeal to the business reason of merchants and readers of trade papers who are usually buyers of the goods of the advertiser, so that there is ready response to logical advertisements.

The I.H.C. PULL POWER HAY PRESS



The I.H.C. pull power baling press is built to bale the greatest amount of materials with the least expenditure of energy. It is easy on both men and horses and will bale more hay with less power than any other press of the same size. This is due to the unique construction of the plunger and power. They furnish speed and great compression power just when they are needed without adding extra draft.

To be brief, the I.H.C. pull power baling press fills the requirements of farmers who want a press that has durability, great capacity, and ease of operation to recommend it.

It is an easy matter to sell a machine which has within itself the power to "make good." That is exactly what the I.H.C. will do. Its appearance on the salesroom floor is attractive, and when a customer sees the mechanism and notes its method of operation the sale is made.

The I.H.C. pull power baling press is built in one and two-horse power. The one-horse press has a 14 in. x 18 in. bale chamber. The two-horse press has three sizes of bale chamber, 14 in. x 18 in., 16 in. x 18 in., and 17 in. x 22 in.

Write the nearest branch house for catalogue and information concerning terms and territory.

Western Canadian Branch Houses:

CALGARY, Alta. WINNIPEG, Man. REGINA, Sask.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)

CHICAGO, U.S.A.

Peter's Double-Cylinder Force Pumps

A five year old child can operate them in soft. wells.

The Best for Hand Use—because they work just twice as easy as the ordinary pump; one Plunger Rod balances the other

The Best for Windmill—because they discharge just double as much water as the ordinary pump; this saves 50% wear on **Pump** and **Windmill.**

The Best for Gas Engine — because the power required for this Pump is equally divided, making it much easier for the engine, and less wear.

The Best for Farm Purposes—because with **Hose** attached it may be used to many advantages.

The Best for House Wells — because with **Hose** attached it is a regular Fire Department.

The Best for all Purposes — because it is easy to operate, discharges a steady stream, **Durable, Simple,** and **Always Ready.**

THE WORLD'S

BEST PUMP

Made in Three Sizes.

2½-in. Double Cylinders for 1-inch pipe.
3-in Double Cylinders for 1¼-inch pipe
3½-in. Double Cylinders for 1½-in. pipe.

Write at once to

PARLIN & ORENDORFF CANADIAN PLOW CO.

Winnipeg, Manitoba.

Don't Depend on Prestige Alone.

Every implement and vehicle dealer engaged in the building up of a permanent and profitable business, or who has successfully accomplished this, is bound in the course of time to secure considerable prestige throughout his community. From every point of view this is desirable and it is something that all new beginners should endeavor to woo and win.

There is a tendency, however, on the part of men who have been in business in a particular town for a long time to place a higher valuation on prestige than that to which it is entitled. They get it into their heads that because they have been engaged in selling goods in one location for many years their prestige will insure good business in the future.

There is no greater fallacy. Whether it be in the rural town or the large city it is impossible to build up future trade merely on past records. Unless all the arts and artifices of modern commercialism are brought to bear in order to insure future sales the oldest house with the greatest prestige will develop dry rot, and sooner or later lose its reputation.

This is one strong reason why all dealers should advertise. Unless a man keeps his name and the merits of his goods prominently and continually before the buying public there is bound to come a falling off in his business. Buyers are very fickle and like to be cultivated, so that it is the dealer who adopts this policy that will reap the reward.

To demonstrate how fickle the public are the following illustration is given. In the last presidential election in the United States Judge Alton B. Parker was the Democratic candidate for Vice-President. For months after his nomination his name was heralded far and wide throughout that country, appearing in every publication that made any pretension of being up-to-date in the matter of news of the day. An advertising solicitor had occasion to call on a firm who had once been users of big space but for some unknown reason had dropped out. On being admitted to conference with the head of the company the latter informed him that they had stopped their spending money on publicity because it was considered they were well enough known and had wide prestige throughout the country. Quick as a flash the advertising man, after a few minutes general conversation, asked: "Who was the Democratic candidate for Vice-President in the last election?" "I cannot remember, in fact, I really completely forget his name," said the head of the house endeavoring to do business on past publicity and prestige. "Oh, Mr. So-and-so," said the solicitor, "that proves my case. You will admit that very few men ever received as much advertising as did this person in question, and yet you, a gentleman who took a prominent part in the last campaign, entirely forget his name. Don't you think the public are likely to get into a similar condition in respect to your company and your product?" "By Jove, you're right," said the head of the firm and straightway signed a good big contract for advertising space.

Prestige is valuable to a dealer. Backed by advertising and every other qualification that makes for business it's a mighty fine asset. Alone and unsupported its value speedily becomes worthless. Bank on prestige but bring all other attributes of successful commercialism to its support.

POPULAR VOTING CONTEST BALLOT

IN SASKATCHEWAN

CANADIAN FARM IMPLEMENTS

901-2 Union Bank Building,
WINNIPEG, MAN.

.....1908

Find enclosed $.....covering subscription to CANADIAN FARM IMPLEMENTS for.....years. I have marked X in the square behind the name of the candidate for whom I wish to register my votes :

Ed. Cahill, Wm. Gray and Sons Co.	.....	.....
Wm. Bourke, Parlin and Orendorff Canadian Plow Co.	.....	.....
H. H. Kohlman, John Deere Plow Co.	.....	.....
H. J. Ribble, Ontario Wind Engine and Pump Co.	.....	.....
Alex. Tait, Massey-Harris Co.	.....	.....
.....	.....	.....

Place here name of any other salesman you desire.

Sign here : Name.....

Post Office.....

Province .....

FAIRCHILD WAGONS

Have been thoroughly tested and tried by many thousands of farmers, and each year the sales have greatly increased.

THEY ARE

Light Running **Well Finished**

Attractive in Appearance

And made by thoroughly experienced Mechanics.

Each wagon is built of the very best materials throughout, every stick of which is perfectly air-dried. Our guarantee is back of them.

Write us **JOHN DEERE PLOW CO., LIMITED**

WINNIPEG REGINA CALGARY EDMONTON

ALL IMPLEMENT AND VEHICLE DEALERS

IN WESTERN CANADA

are invited to attend a joint

Luncheon and Meeting

of members of the retail implement and vehicle trade, to be held in MANITOBA HALL, Portage Avenue, Winnipeg, on

Wednesday, July 15th, at 12.30 noon.

This gathering will be held under the auspices of the Manitoba Retail Implement Dealers' Association, who will bear all expenses, and is held for the purpose of furthering the interests of the retail trade.

Every man in the retail implement and vehicle business interested in trade betterment should attend.

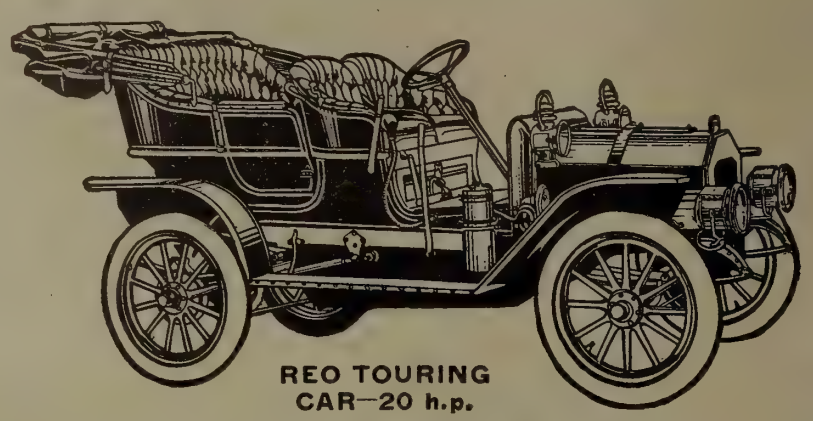
If it is possible for you to make one of the party notify the undersigned at once, in order that the necessary arrangements may be made with the caterer.

WILLIAM WINRAM, Secretary,

Manitoba Retail Implement Dealers' Association,

901 Union Bank Building, WINNIPEG.

Mr. Dealer: We are offering Special Discounts on our lines. Call on us during Fair Week.



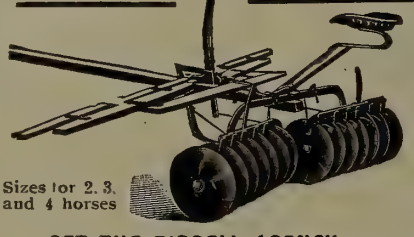
REO TOURING CAR—20 h.p.

also ROADSTERS and RUNABOUTS.

The **REO** gives you more for your money than any other motor car ever built. If you are interested let us show you.

OUR OTHER LINES — ***Oldsmobile—Franklin and Ford Automobiles, Brantford Carriages, Maw-Hancock Disc Plows, Lorne Wagons, Empire Pumps, and Simplicity Gasoline Engines***

BISSELL'S THE DISK THE FARMER WANTS



Sizes for 2, 3, and 4 horses

Is known among farmers as the **best disk made** because it has the **capacity**, the **knack**, the **get there**, which others lack. A success for use on **summer fallows**, on **breaking**, on **stubble fields** after harvest. It is the best by far for any tough job.

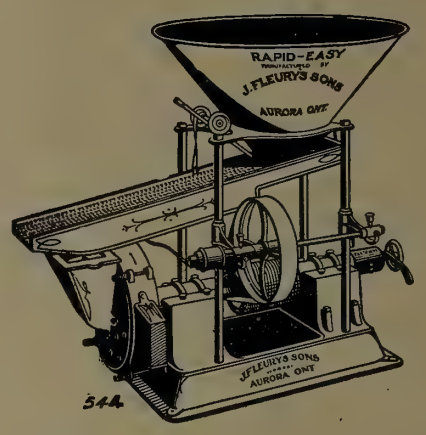
GET THE BISSELL AGENCY.

Joseph Maw & Co., Limited.

Winnipeg, Man.

THE FAMOUS

"RAPID-EASY" GRINDERS



The ***largest line*** made in Canada.

In ***sizes*** and ***styles*** (patterns) adapted to all powers —Tread or Sweep Power, Windmill, Gas or Steam Engine.

More work, of best quality, with ***same power*** than by any other grinders.

Construction and Finish ***perfect.***

Thousands in use and giving highest satisfaction.

The best is ***cheapest;*** an ***inferior*** machine is ***dear*** at ***any price.***

You want only the best.

This cut shows Grinders Nos. 6 (11-in.) and 7 (13-in.) Patented devices and improvements.

Especially adapted to custom work.

SOLE AGENTS FOR CANADIAN WEST

John Deere Plow Co., Limited,

WINNIPEG REGINA CALGARY EDMONTON

J. FLEURY'S SONS - - AURORA, ONT.

WILKINSON WAGONS

"The Light Running Wilkinson"

The "Wilkinson" has certainly earned its reputation of being the lightest running wagon now in the market.

This is because scrupulous care is used in the selection of material, which is carefully seasoned, and none but the very best workmen employed in its construction.

Every detail receives the same attention. As a consequence, you cannot find one weak point.

Let us send you a catalogue. Better yet come in and see them during Fair week.

THE STEWART-NELSON CO., LIMITED,

General Agents: 128 Princess Street, WINNIPEG.

NOTE NEW ADDRESS.

CANADIAN FARM IMPLEMENTS

Vol. VIII, No. 2. WINNIPEG, MAN., AUGUST, 1908. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

UNION BANK OF CANADA.

CAPITAL AUTHORIZED - $4,000,000 CAPITAL PAID UP - $3,180,000 REST - $1,700,000

Hon. John Sharples, President. G. H. Balfour, General Manager.

WESTERN HEAD OFFICE STAFF:

H. B. Shaw, Superintendent. F. W. S. Crispo, Inspector.
H. Veasey-P. H. Vibert-J. S. Hiam-Assist. Inspectors.

Union Bank Building, Winnipeg.

BRANCHES IN WESTERN CANADA:

MANITOBA.—Baldur, Birtle, Boissevain, Brandon, Carberry, Carman, Crystal City, Cypress River, Deloraine, Dauphin, Glenboro, Hamiota, Hartney, Holland, Killarney, Manitou, Melita, Minnedosa, Minto, Morden, Neepawa, Ninga, Rapid City, Roblin, Russell, Shoal Lake, Souris, Strathclair, Virden, Waskada, Wawanesa, Wellwood, Winnipeg, Winnipeg (North End Br.), Winnipeg (Sargent Avenue Br.) and Winnipeg (Logan Avenue Br.)

SASKATCHEWAN.—Arcola, Asquith, Carlyle, Craik, Cupar, Esterhazy, Fillmore, Humbolt, Indian Head, Lanigan, Lemberg, Lumsden, Maple Creek, Milestone, Moose Jaw, Moosomin, Oxbow, Pense, Qu'Appelle, Regina, Saskatoon, Saskatoon (West End Br.), Sintaluta, Strassburg, Swift Current, Wapella, Weyburn, Wolseley, Yorkton.

ALBERTA.—Airdrie, Blairmore, Bowden, Calgary, Cardston, Carstairs, Claresholm, Cochrane, Cowley, Didsbury, Edmonton, Ft. Saskatchewan, Frank, High River, Innisfail, Lacombe, Lethbridge, MacLeod, Medicine Hat, Okotoks, Pincher Creek.

ONTARIO—Ft. William. BRITISH COLUMBIA—Vancouver.

Interest allowed quarterly on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.

FRANK O. FOWLER, President. ANGUS McDONALD, Vice-President.

THE CENTRAL CANADA INSURANCE CO.

BRANDON - - - CANADA.

Fire Insurance.
Pure-Bred Registered Live Stock Insurance.
Hail Insurance (in Manitoba).

Lowest current Rates of Premium
Absolute security for Policyholders. JOS. CORNELL, MANAGER

HARDWOODS - - -

Manufacturers and Importers of Vehicle Wood goods of all kinds.

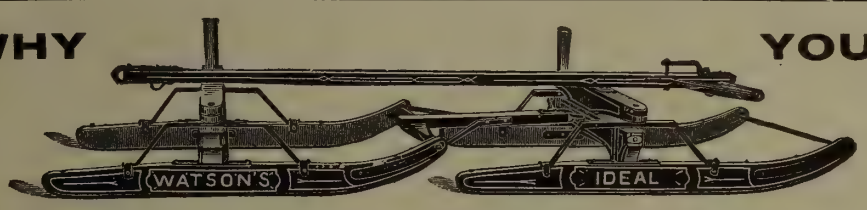
We make a Specialty of carrying Hardwoods suitable for the Implement Trade.

We are also the largest Dealers in Hardwood Lumber in the West and solicit your enquiries for either car lots or small quantities for local shipment.

D. Ackland & Son, Ltd.,
65 to 68 Higgins Ave., **Winnipeg, Man,**

REASONS WHY YOU SHOULD SELL

WATSON'S SLEIGHS



1. **DURABLE:**—Only the best seasoned and straight-grained wood is used for runners, benches, poles, etc.
2. **LIGHT RUNNING:**—Runners are shaped so that the point of contact is directly under bench. They will ride on top of road. No skidding.
3. **STRONG:**—More and heavier steel is used, for rods, braces, raves, etc. than on other makes.
4. **CAST SHOES:**—Of a special patented design of our own, greatly superior to any other.
5. **WELL FINISHED:**—Painting, striping, varnishing, done thoroughly and attractively.
6. **MADE IN ALL SIZES** with steel or cast shoeing.
7. Equipped with patent trussed bench—will not sag or break.
8. **PRICES ARE RIGHT.**

John Watson Mfg. Co. LIMITED

"No one can give you a better deal." WINNIPEG.

Order Now for Fall Trade.

"Hero" Grain Separators

They are sold only through the Trade.

The "Hero" is the best grain separator on the market.

Every machine is built of the best materials procurable.

It excels in thoroughness of work and cleans oats from wheat perfectly.

No other cleaner can compare with the "Hero" for reliability and efficiency.

It gives satisfaction to every user and brings new business to every seller.

If you want the grain separator trade of your district handle the "Hero."

Remember we protect you and give you the best Grain Cleaner offered the public.

Catalogues and full information on request

HERO MANUFACTURING CO. Ltd., Winnipeg.

Melotte

Lines are known throughout the whole West as "Quality Goods."

DEALERS—You are missing a good thing if you do not handle these lines. A few of our leaders are:

"Melotte" Cream Separators "Melotte" Canvas Threshing Belts
"Florence" Wood Pumps "Ideal" Iron Pumps
"Ideal" Gasoline Engines.

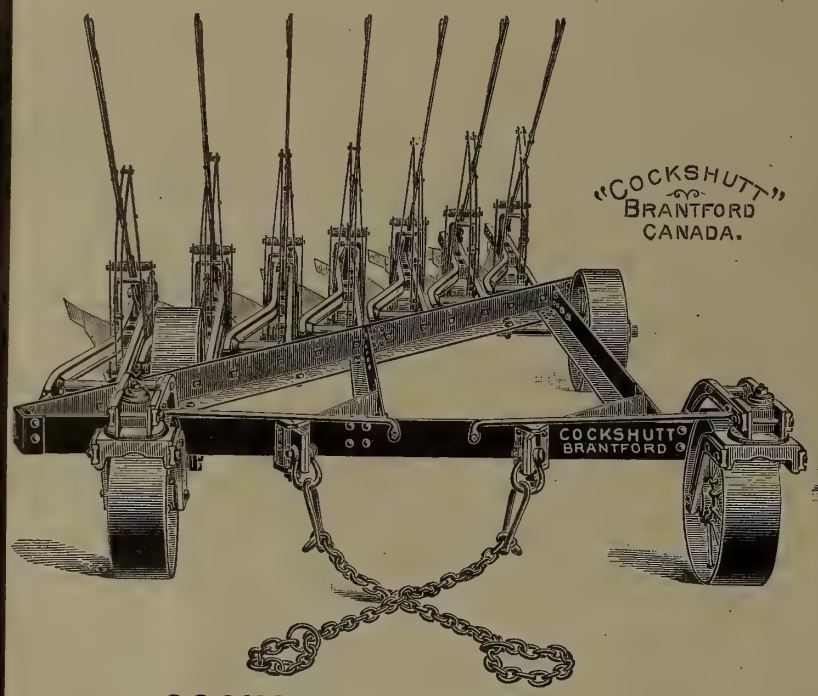
Call and see us if in the City or write for particulars.

MELOTTE CREAM SEPARATOR CO., LTD.

312 Ross Ave., WINNIPEG. CALGARY.

Cockshutt Skill and Enterprise

And unquestioned leadership in the plow business of Western Canada were demonstrated during the recent ***Light Agricultural Motor Competition.*** COCKSHUTT PLOWS were used exclusively for the event and their unexampled work elicited the strongest praise and enthusiastic recommendations of every spectator.



COCKSHUTT ENGINE GANG

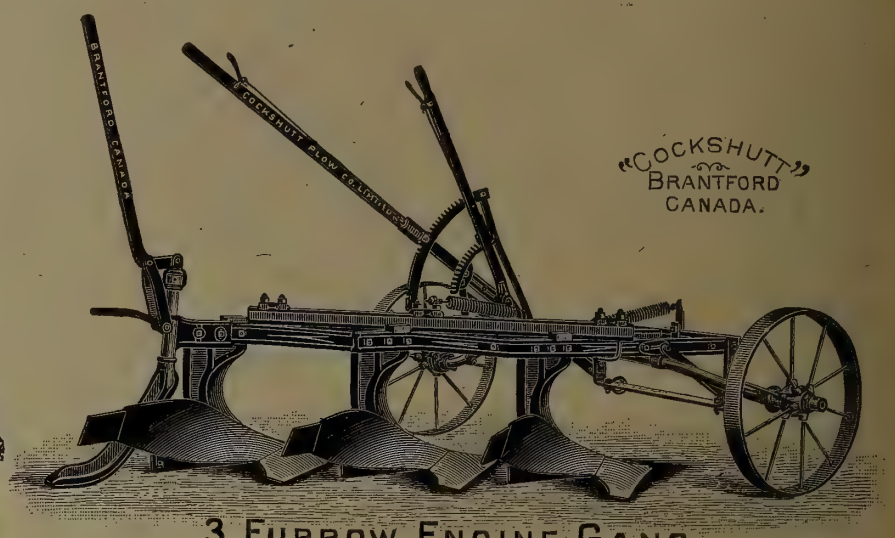
7, 8, 10 or 12 Furrows

The Invention that revolutionized Traction Plowing

The Perfect Engine Gang for Breaking, Back-setting or Stubble Plowing

A BOON TO THE LARGE FARMER

Hundreds in Use. Famous throughout the whole world.



3 Furrow Engine Gang

Furnished with fin-cutters or rolling colters, and with either breaker or stubble bottoms. Connecting rods supplied for coupling extra gangs.

A thoroughly strong and practicable plow for use with small engines. **We have demonstrated that straight beams are very much superior to arched beams for traction plowing. Straight beams do not bend or get out of position.** Other strong points are extra heavy shares and standards, and the strengthening backbone clipped across the top of the frame.

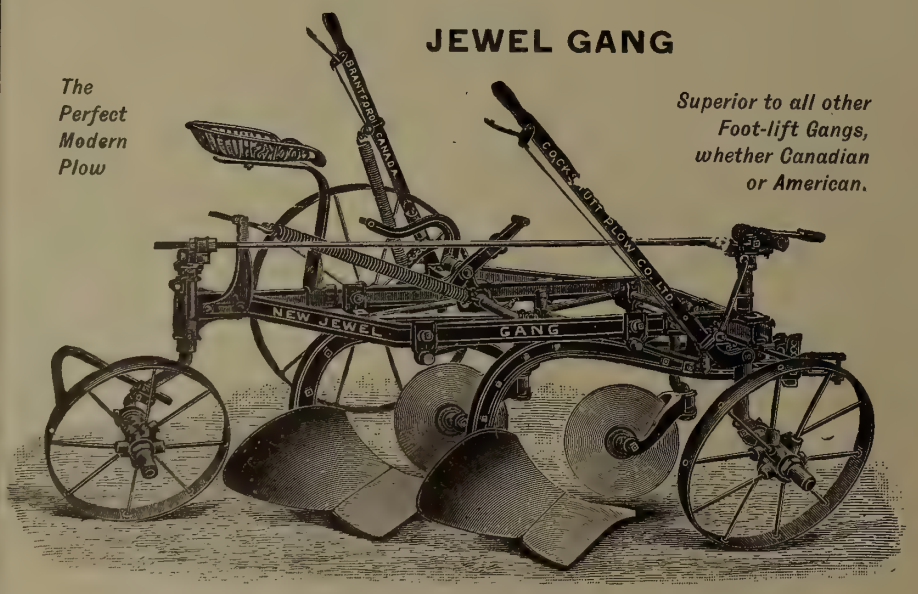
Our 3-Furrow Engine Gangs were used for the Motor Competition and gave excellent satisfaction to everyone concerned. The work done satisfied the most critical.

JEWEL, BEAVER and EMPIRE GANGS J.G.C. and JEWEL SULKIES } Excel in Every Point Important to the Western Farmer

JEWEL GANG

The Perfect Modern Plow

Superior to all other Foot-lift Gangs, whether Canadian or American.

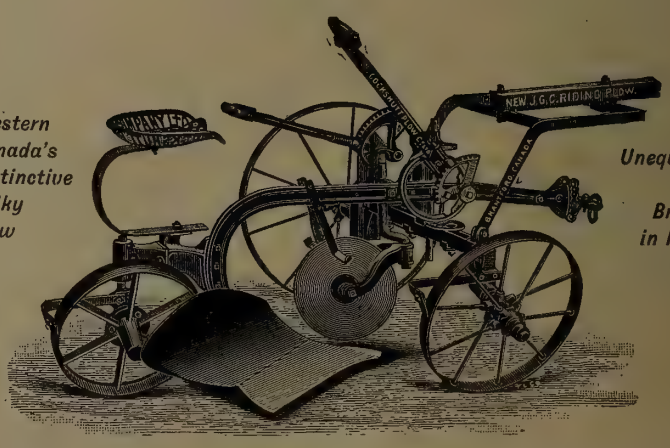


(Also made in Sulky Style)

J. G. C. SULKY

Western Canada's Distinctive Sulky Plow

Unequalled as a Breaker in Rough Land



Invented, Patented and Manufactured by us alone. With improvements from time to time it has held its popularity for twenty years, and is still the leader.

COCKSHUTT PLOW CO., LIMITED

WINNIPEG REGINA CALGARY EDMONTON

CANADIAN FARM IMPLEMENTS

Vol. VIII, No. 2 WINNIPEG, MAN., AUGUST, 1908. SUBSCRIPTION PRICE} Per Copy, 5c. Per Year, 50c

Manitoba Retail Dealers Have Good Organization Meeting.

SPLENDID ADDRESS BY GEORGE F. CARPENTER, OF CROOKSTON, MINN.

CONVENTION TO BE HELD DURING BONSPIEL WEEK.

Though there was not a large attendance there was lots of interest and enthusiasm in evidence at the meeting of retail dealers held in the city on July 15th. This gathering, convened under the auspices of the Manitoba Retail Implement Dealers' Association, met in Manitoba Hall, where an excellent luncheon was spread. There was a fairly representative crowd of dealers present, and after doing ample justice to the relentless wants of the inner man, they listened to a number of brief addresses.

Mr. J. P. McKibbin, of Cartwright, Man., President of the above Association, occupied the chair. On his right hand was seated Mr. George F. Carpenter, a well-known dealer of Crookston, Minn., and who is Secretary of the North Dakota and Northwestern Minnesota Retail Implement Dealers' Association, while Mr. William Winram, of Manitou, Man., Secretary of the Manitoba organization, was placed on his left.

In the course of his opening remarks Mr. McKibbin stated that it was a delight to him to welcome those that were present. Had the weather been more favorable (it was raining heavily about the time the meeting started and continued to pour steadily all afternoon) he was sure more dealers would have been on hand. Despite the fact that the attendance was not large he was not discouraged and was exceedingly hopeful for the future. Concluding, he said: "The implement dealer stands between the manufacturer, the wholesaler and the consumer. The position he holds should insure his having one of the best businesses on earth, but it is not so. Evils have been permitted to creep in, and with growing competition these have expanded until it may be said that they are woven into our entire business. To counteract these evils and eliminate them, to inculcate and foster better feelings among competitors, and to place the business generally on a safer and sounder basis, that is the aim of the Manitoba Retail Implement Dealers' Association. I trust that the retail dealers of this province will rally to our support, that they will loyally stand by us, and give us their co-operation and assistance in the work we are endeavouring to do."

Mr. Winram then read the minutes of the organization meeting held in Pilot Mound, Man., several months ago. In that time between forty and fifty dealers, living principally in Southern Manitoba, have joined the association, and applications are becoming more and more numerous as the work of organization goes on. Mr. Winram endorsed the utterances of the previous speaker in every particular. In part he said: "I am particularly well pleased to see representatives from the northern part of the Province here to-day. It is a good omen and augurs well for the future. The aim of the association is not to gratify the demands of any particular section, but rather to perform work that will be in the best interests of all the dealers of Manitoba. Certain undesirable features of the trade must be cut out root and branch, but time will be required to accomplish this. Dealers cannot expect that all the reforms, or any of them, will be permanently accomplished in a short time. Months must elapse before things are so systematized that results can be obtained, but with the support of the retail men of the whole Province wonders can be done for the betterment of business."

Continuing Mr. Winram stated that the world recognizes that wrongs can be more speedily righted by collective bodies than by individual effort. To-day organization is the order of the age, as proven by the formation of great combinations of capital, the labor unions, and the business man's association or club. "In union lies strength," is axiomatic in the field of modern industrial or commercial endeavor, and that is why the dealers' associations on the other side of the line have been so very successful. "They have proven their necessity and value there. We know their necessity, now let us prove their value here."

At the conclusion of Mr. Winrom's address the President called on Mr. Geo. F. Carpenter to address the meeting. Mr. Carpenter, who has been identified with the implement business in Minnesota for the last twenty-five years, and who is prominently connected with the North Dakota and Northwestern Retail Implement Dealers' Association, and through it with the National Federation of Retail Implement and Vehicle Dealers' Associations of the United States, expressed his satisfaction at being present. He congratulated the Manitoba dealers for endeavoring to get into line with the "association" idea and wished the organization every success.

In the course of his admirable and interesting talk Mr. Carpenter said: "There are many evils in connection with the implement and vehicle business on our side of the line, and from the remarks of the chairman I take it that there are also many undesirable things in connection with the business in this country. A great many dealers are disposed to grant too long and altogether too liberal terms. In the olden days there were large profits in the business for the manufacturer and jobber and he was willing to and did grant long and liberal terms and if, by reason of so doing, at the end of the year he faced a considerable shortage one way or another, he was still able to make good owing to the big profit at which he disposed of his goods. These conditions have gone forever. During many months past raw material and labor have been gradually increasing in cost, and while the manufacturer has made some advances in the price, they are not at all in proportion to the increase in the price he has to pay for the material that goes into his product. On our side of the line, and I understand that to a certain extent your makers of implements and vehicles follow the policy of those in the United States, there is taking place a radical change in the matter of settlements. Terms are being shortened gradually, but will ultimately result in the implement business being placed on practically a cash basis. Of course this will take some little time but eventually it will bring good results to both the dealer and the manufacturer.

"In days gone by dealers have been prone to absorb a considerable portion of the increases in price that have taken place. They have continued to sell goods on longer time than they themselves were able to obtain. This meant that they had to put up their own money in order to carry the notes of their customers, or had to get the money from the bank. In any event dealers have found that they were carrying a lot of long time paper that did not bring them in return the full amount of profit that they should have. No dealer should sell goods on longer time than he himself can get from the manufacturer or jobber. I am satisfied that when the new terms are put into effect they will have a tendency to curtail business to a certain extent, but I believe that it will be better both for the retailer and consumer to have these matters of credit limited to some extent and get things down to more of a cash settlement, "pay-as-you-go" basis.

"Now, as to organization, which is really the subject I was asked to discuss before you to-day. Many of the errors of the business that exist to-day are due to a lack of fraternal feeling among dealers in the same town or in the same locality. In my home town, which is a small city of about eight thousand, there are three implement dealers. There has never been any combination in the way of combining on one price, but there has been a splendid feeling of good-fellowship among these dealers. They visit each other in their places of business and talk over conditions, and if one dealer has reason to know that a certain customer is likely to prove unprofitable, or poor pay, or anything of that kind, and learns that he is likely to have some dealings with his neighbor, he goes over to his neighbor and puts him on his guard. This is the kind of organization that is effective, and what can be done by dealers of a small town can be done to a large extent among dealers of a given territory, whether it be a county, a state, or a province.

"In pursuing the work of Secretary of an Implement Dealers' Association, I have been asked frequently, 'Of what good is an association and what benefit will I derive by belonging to such an

association?' I can cite a single instance in the association of which I have the honor to be secretary. A certain drill company that at one time had a very strong hold on the trade in North Dakota and North-western Minnesota endeavored to sell some of their disk drills to one of the dealers in North Dakota, within a few miles of Fargo, where they maintained a branch house. This dealer was willing to buy as many shoe drills as he could use from them, but as the shoe drill trade was fast falling off, he did not figure that he could use but a small quantity of their goods. They insisted on selling him their new disk drill. This disk drill, he maintained, had always been a failure and would not work in his locality, and he refused to buy them. They, therefore, sent a man to his town who advertised that for that season they had concluded to sell their goods direct to the farmer. They sent out a circular letter saying that the farmers had been paying long prices to their dealers, and that this year they were going to sell at wholesale prices, and quoted to them prices that were practically dealers' prices. The dealer in question had never been a member of our association. He was a man who never was able to see that an association could do him any good as he was strong, wealthy and influential, and had always been able to, in a measure, dictate his own terms. When this happened to him, however, he was very willing to come and ask for the assistance of our association. He became a member and then asked the association to help him in this matter. The association took this up vigorously and later presented it to the National Federation of Implement and Vehicle Dealers' Associations, which includes a membership of six thousand dealers in the entire grain growing area of the United States. I made a trip to Chattanooga, Tennessee, to present this matter, and the result was that the offending drill company agreed to close their house in Fargo, where they had always done a retail business, and to maintain a strict integrity as to the selling of goods to consumers. The result of their doing this was a loss of a large portion of the business that they had in the North-west at that time; and to-day there are very few places in the territory formerly covered by them where they have any business to speak of. I mention this as an extreme case, showing the benefit of organization. No dealer, single handed, would be able to cope with such a proposition. When a manufacturer knows if he violates good trade ethics that the matter will be placed squarely before practically all the good dealers in an entire territory, he is going to hesitate before taking any steps of that kind. Not only should the dealers themselves be organized and associated with each other, but there should be the strongest kind of friendly relations between dealers and manufacturers and jobbers. All of them are interested in reaching the same end, viz.: the profitable distribution of farm machinery. Let me instance where such friendly relationship proved valuable for both dealers and a jobber. There is in my state a factory making a very fine line of feed grinders. One of the principal jobbers of Minneapolis has handled their goods for many years, and during the same time these people have been selling some of their goods to one of the large catalogue houses of Chicago. This jobbing house has been laboring with this factory for some time, maintaining that it is not good ethics that they sell their goods to a catalogue house and at the same time expect the business of jobbers and retail dealers, and that they must decide which class of trade they wish to cater to. The result of this has been that this factory has decided not to sell their goods to the catalogue house in question, and hereafter their entire output will be marketed through legitimate channels.

"I have had the honor to be, for the past three or four years, a member of the board of directors of the National Federation of Implement and Vehicle Dealers' Associations, and we have been laboring with the International Harvester Company of America, for a good many years to get them to make better prices on binder and mower extras. At a meeting of the Federation, held in Chicago last October we secured from them a concession in the shape of an additional 5% discount on repairs. This in itself will mean twenty-five or thirty thousand dollars in the pockets of the dealers of the United States this year.

"About a year ago the Carriage Makers' Association of the United States proposed to do away with all warranty on buggy goods. This was taken up by the Federation, who took the position that the purchaser is entitled to a warranty on anything he might purchase; that if he paid a reasonable market price for what he bought he had reason to expect that it was warranted to be made of good material and worth at least the money he paid for it, whether it be a buggy, a suit of clothes, or any other article. The carriage manufacturers, when this was brought to their attention, were very quick to see the point, and the question of doing away with warranty was dropped immediately, and I doubt if it is ever resurrected again.

"The securing of a uniform warranty on lumber wagons was in itself sufficient reason for the existence of the different state associations and their National Federation. Our own association is carrying a large portion of the insurance of its members, and has made a saving of about fifty thousand dollars to its patrons during the past five years. All of its losses have been promptly met, and during this time the company has built up a nice surplus as a protection against unusual losses. All these are good reasons for the existence of an implement dealers' organization. A meeting together of dealers in convention brings out the experience of different ones that are sure to be beneficial to those who may have had several experiences of the same kind and have not known just how to handle them best.

"Above all I would say that a friendly feeling among dealers of the same town is of the greatest importance. I am sorry to say that, in some instances, dealers who are competitors in the same town are scarcely on speaking terms with each other. How often it happens that some sharp farmer who wants to buy something cheap goes to Mr. Brown and asks his best price on a gang plow. He tells him that he does not want to buy to-day but will see him again. He goes down the street to his competitor, Mr Smith, and asks his price on a gang plow and is told the price is seventy dollars. This, in reality, is the same price that Mr. Brown quoted him, but he tells Mr. Smith that he can buy the same size of a gang plow from Mr. Brown for sixty-five, and that Mr. Brown will throw in an extra set of shares. Mr. Smith says that if Mr. Brown can do that he can too. The farmer tells him that he is not ready to buy but will be in again in a few days. Then he goes back to Brown and tells him what Smith has agreed to do and Brown makes a better price than even that to which Smith is said to have agreed. And so on,—he works one against the other, and succeeds in finally getting one of them down to selling his plow at cost or less. If there had been a good understanding between these dealers each would have known that he could rely on the word of the other, and the result would have been that the man who sold the plow would have sold it at a profit. I have seen this kind of game worked time and again.

"Right in this connection it might not be out of the way to say that I am a firm believer in having one price and sticking to it strictly. Our firm was about the first to take up the sale of cream separators. We talked and advertised them about two years before selling any at all; during the next year we sold a few only, and when we did finally get started we sold in one year 227 separators, and in five years sold something over 700. Every one of these machines were sold at exactly the same price. We did not vary five cents in the price to anyone. One size that we sold more of than any other we sold at $100. Our principal competitor during this time was selling another make of machine of the same size for which he claimed to ask $105 on time or $100 cash. But if he could not get that he would ask $90 or $85, $80 or $75. Occasionally we had a man say he liked our separator best but could buy theirs for $10 less. We invariably told him that if he wanted that kind of separator he was very foolish to pay $90 because he could buy it for $75 if he went at it right. We referred him to customers in his neighborhood who had purchased it at $75, and others who had purchased the same machine and paid $105. We also referred him to neighboring farmers who had bought our machines and every one of whom had paid exactly $100. We told him that his money was as good as that of anyone else and that we believed in treating everyone alike, and that we almost always succeeded in making a sale at our price.

"I think I may be pardoned if I drift away from my subject a little to say that there are unlimited opportunities for pushing the sale of specialties. One of the large jobbing houses of our county owes a large measure of its success to the handling of one article in the way of a specialty. This was a line of very fine garden tools on which they built up a fine trade; later they added other specialties until they now have a large fine trade in other complete lines of implements. There are many little things that a local dealer can do in the same way.

"I would warn all dealers, however, against doing as a good many dealers do, and that is allowing some salesman to come along and sell them an article, then sticking it away somewhere in their warehouse and afterwards complaining that the article is no good and nobody wants to buy it, when, as a matter of fact, no one ever knew that they had such an article for sale. It never was out in sight where anyone could see it and they never took occasion to call the attention of a possible customer to the fact that they had this article, explaining its good qualities. Always remember what you have in stock, have it out in a prominent place where other people can see it and where you can see it yourself, and never miss an opportunity to show it to people and call their attention to it. It may be that they do not want the article at that time, but may at some future time. Explain its merits, and when they do want to buy they will know where to come to get it. We have known cases where farmers have wanted to buy a certain make of an article and not knowing that it was sold in their home town have sent direct to the manufacturer, inquiring about it or wanting to buy it, when as a matter of fact their own home dealer had the article and never advertised it or let people know he had it for sale.

"Now, to get back more particularly to the original topic. This is a day of organization. There are large combinations in industrial lines. It seems to be absolutely necessary that in order to succeed there must be co-operation for "in union there is strength." The idea of dealers' associations is an old one. Among

the first to promote the idea were the retail lumber men. The work of the lumbermen's association has been very successful. They have carried the insurance of their members for a good many years, and there are a large number of features in there association work that have been very helpful. The same has been true with the hardware and general merchant lines, and the implement dealers. The implement dealers' associations in the United States are organized in twenty-two States, and have the National Federation. The membership of these different associations comprising the National Federation is about six thousand. It ought to be larger, inasmuch as it covers a territory in which there are probably ten or twelve thousand dealers; I have not accurate figures as to this.

"In North Dakota and Northwestern Minnesota the association has been in existence for eight years. It started in a small way, and is not now as large as it should be, but is making progress. We are endeavoring to do a work of education, showing the benefits that are to be derived. I am very sorry to say, however, that there are some dealers who get the small matter of dues so close up before their eyes that they are unable to see the benefits that they will derive; and it is, in some instances, hard to get them to pay the small amount of annual dues required. One feature that I think is going to be very helpful and beneficial to all of the associations comprising the Federation, is our Bureau of Information. We have been working on this for about two years in order to get it perfected in such a way that we will be able to furnish information to our members without in any way conflicting with the laws in regard to the trusts or combinations in restraint of trade. What we aim to do is to be in a position to furnish to our members any legitimate information as to the attitude maintained by any manufacturer or jobber toward the retail trade. In other words, if a member asked whether a certain concern is in the habit of selling their goods to consumers, we would be in a position to furnish this information so they will no how to govern themselves in their dealings with the concern in question. We expect when this Bureau of Information is fully completed and in working order to furnish information on much the same plan as information is furnished as to credits by the commercial agencies. This will in no sense be a black list, or anything like it. If a member writes in to the Bureau to know whether or not a certain concern sells their goods to consumers, he will be informed that the concern does, or does not, as the case may be, and at the same time solicits business from the dealers. The dealer in question will then be at liberty to do business with this concern or not just as he sees fit, as he will then know the attitude the concern maintains toward the retail trade. I think that the majority of manufacturers and jobbers prefer to market their goods through the regular legitimate channels of the retail dealers, feeling that their interests are mutual in the matter. I think that the retail dealer is just as essential to the manufacturer as the manufacturer is to the retail dealer; and the sooner this is realized by both parties the better it is going to be for both.

"As I have previously stated to you, I am not a public speaker and make no pretensions whatever in that line. The things that I have said to you come as the result of my observations and experiences, and if anything I have said shall be helpful to you I shall be gratified.

"The trade organization, in the shape of associations of various kinds, is here to stay. It is just like having a board of directors for a business concern; on the principle that the advice and counsel of several is better than the experience and advice of one only, who may be prejudiced, or who may not see the matter in the different lights. The getting together of business men engaged in the same line of business, to talk over the situation as it comes to them in their respective places of business, cannot help but be beneficial.

"I wish you every success in the work you are undertaking. One suggestion that I would make to you, that I have made to our own association, several times, and that is, that if it is possible for you to do so I would recommend your employing a secretary who can devote all of his time to the work. There is plenty of opportunity for a bright young man to be employed all of the time and give good results. As I have said, in the territory covered by our association, there are about five hundred dealers. Our annual dues are five dollars per year; if every dealer was a member of the association it would bring to us twenty-five hundred dollars per year, which would permit us to employ a paid secretary who could devote all of his time to the work and allow a little for travelling expenses, permitting him to go out and adjust differences that arise occasionally, and which could usually be settled by the secretary, not interested in either side of the controversy. I hope the time will soon come when our association can employ a secretary in this manner. This is done by the lumber men, by the grocers and and by some of the other lines of trade, and should be done by implement dealers."

At the conclusion of his address Mr. Carpenter was heartily applauded, and this applause was vouchsafed him again when he extended an invitation from the National Federation of Retail Implement and Vehicle Dealers' Association to the Manitoba Retail Implement Dealers' Association to become affiliated with that body. It is understood that the matter will be seriously considered during the next few months.

Mr. George Cumming, retail representative of the Massey-Harris Co., in Winnipeg, was present and moved a vote of thanks to Mr. Carpenter for his splendid address, which was duly seconded and unanimously carried, resulting in a few words of thanks from the recipient. In moving a vote of thanks Mr. Cumming's said: "that the wholesale and retail men must work in harmony one with the other, and while the organizations should possibly be separate and distinct, there should be the best of feeling between the officials and members of each to the other. Organization is the only means whereby this harmony can be secured and satisfactorily maintained. It was impossible for any organization or association to deal with all the petty and local issues that may affect the trade at different points, but things of importance should never be neglected." He urged members not to expect results too quickly, if they did there would be the possibility of disappointment. Reforms could only be brought about through educational effort and hard work. He hoped the association would grow and prove the great benefit it should, not only to the implement dealers of Manitoba but the entire implement interests of Western Canada, both wholesale and retail.

Mr. J. A. Morcombe, of Cypress River, Man., briefly addressed those present, dealing with the necessity for reforms in express classifications, reductions in freight and express rates, and other matters of importance to dealers generally. Other short addresses were given by A. E. Cameron, of Melita, Man.; D. Sutherland, of Foxwarren, Man. and others.

At the conclusion of the meeting it was decided to hold the next meeting in Winnipeg during Bonspiel Week, the exact date being February 16th, 1909.

Personality in Business

"What will your business amount to annually in the territory which you have engaged me to cover?" Such was the question recently put to a local jobber by a young man he had hired as a member of his travelling staff. Quick as a flash the jobber answered: "Just exactly what you make it. It all depends on your own personality and your own ability to sell goods. We have no limit. The territory you are to work is one of the best in the West, but you will find keen competition with our lines. As I have said, it will rest entirely on your own personality and ability to dispose of our goods."

In past issues we have dealt with the matter of dealers' prestige. Here we want to say a word or two in respect to personality. Among business men it is recognized as a most potent force in selling goods or consummating some deal or another. How many of you have not heard one man say to another "Well, Smith is certainly a smooth salesman," or "That man Jones is a wonder for tact." In support of the statement that personality is a more powerful lever in modern business than is prestige look at the number of old established houses with years and years of prestige behind them, managed by men who neglected the personality factor or made too much money to worry about it, that have beeu forced out by younger concerns backed by men with strong, active personalities.

If individual personality is a valuable factor on the road it is even more so in the retail place of business. Dealers everywhere realize this, and most of them cultivate their customers, some following one means, and some other methods. Buyers like to have attention paid to them. They like to feel that they are doing business with live, enterprising individuals and not with dead ones, and it is this discrimination on the part of customers that causes sellers to develop their personality.

Ability to sell goods is the basis of modern salesmanship, but unless originality is behind ability, a man cannot reach the summit of his ambitions. Each dealer has his territory to work just as the young traveiling man and it all depends on himself what results he will get from it. If he hustles out after business and stays with the game he is bound to win out in the end, but if he would gain the greatest success he must develop his personality and keep it working for him all the time.

See The Automobile Men.

Selling an automobile or two has added considerable cash to the bank account of more than one dealer throughout the West this year. From what can be learned of those who have taken on the automobile as a side line to their business the results have more than justified the experiment. None of those who ventured to sell automobiles went into the game on a large scale, preferring to buy a car or two at a time and dispose of them likewise.

Among dealers in the larger centres of population, especially in the older settled districts, it appears that there is good money to be made by selling autos. The business is yet in its infancy in Western Canada, but is bound to grow with the years. We never expect to see the day when the horseless carriage will have replaced the horse vehicle, but under the favorable conditions that exist in this country for their sale, automobiles are bound to be in ever increasing demand.

The man who kills time kills his chances in life.

The world needs justice more than philanthropy.

A Fine Dispiay of Machinery at Brandon.

Notwithstanding the clash in dates there was a first class exhibit of farm machinery at the Inter-Provincial Fair, held in Brandon from July 13th to 17th. Candidly it was not as large a display as was gathered at the Winnipeg event, nor were the lines shown as varied as at the Industrial, but it was such as to reflect great credit on the management of the Wheat City exhibition, and evidenced plenty of hard work on their part. There was a large crowd in attendance in the aggregate, but this would have been increased by many thousands had there been no rain during the week. As far as can be learned the officials of the fair are well satisfied with the results, and are already making preparations for their show next year.

Among the exhibitors were the of following firms : E. M. Pope Co., Watertown, N. D., showing a full line of thresher specialties.

The John Inglis, Co., of Brandon had on show a couple of Fossston grain cleaners, an International Harvester Co., "Clover Leaf" manure spreader, and five International gasoline engines in the following sizes : 20 h. p. portable, which was operating a Belle City separator, a 6 h. p. stationary, a 4 h. p. stationary, and two 2 h. p. engines, one of which was hitched up to a Whitford Justice measure, made by the Virden Mfg. Co., of Virden, Man.

Next in line came the North West Thresher Co., with a 34 h. p. cross compound engine operating a 40 in. x 64 in. separator with feeder, blower and weigher, and a 25 h. p. single engine coupled to a 32 in. x 56 in. separator with all the accessories.

The Winnipeg Metal Culvert Co., had a number of their galvanized steel culverts on view. These were boarded over and a big engine was busily engaged in running over them, giving demonstrations of their strength.

There was plenty doing at the stand of the Sawyer & Massey Co. This firm had out a 26 h. p. compound, operating a 36 in. x 60 in. Great West separator, with Hawkeye feeder, Sawyer & Massey blower, and Perfection bagger. They also had a 25 in. x 42 in. Great West thresher operated by a Fairbanks Morse 25 h. p. gasoline engine, as well as a 20 h. p. traction, which was running round.

The Canadian Fairbanks Co. showed a 25 h. p. Fairbanks-Morse gasoline, a 6 h. p. air-cooled, a Fairbanks-Morse Standard 8 h. p. and a 2 h. p. pumping engine. This was in addition to a display of their line of scales and Sparta well-drilling machinery.

One outfit, consisting of a 24 h. p. simplex engine and a 36 in. x 60 in. separator, was exhibited by Geo. White & Sons of London, Ont.

The Brandon O. K. Shocker Co., had one of their machines out. Mr. Geo. Smith was in charge, and he was quite optimistic regarding the outlook for the sale of this machine.

A nice display was that made by the American-Abell Engine & Thresher Co. This firm had on the grounds a 36 h. p. simple engine, driving a 36 in. x 60 in. Toronto combination separator. They had things decorated up with flags and bunting. Mr. L. Hartshorne, Western manager, was up for a day during the Fair superintending affairs.

The Robt. Bell E. & T. Co., were represented by a 30 h. p. simple engine driving a 36 in x 60 in. Imperial separator, and a 22 h. p. compound driving a 32 in. x 54 in. Imperial. Both of these separators were fitted with full equipment, and kept humming whenever there was anything doing.

The Brandon Star Gas Machine Co. had a display under their own tent. It was not difficult to tell that one was approaching a lighting plant of some sort. The smell of the carbide did that. The product of this firm certainly turns out a nice bright light, and there is no odor when installed in building.

A new company, known as the Canadian Stover Gasoline Engine Co., with headquarters in Brandon, displayed seven Stover engines in the following sizes : three 22 h. p. portable ; one 10 h. p. portable ; two 6 h. p. stationary, and one 8 h. p. stationary. Mr. T. D. S. Stewart, who is the manager of this firm, informed us that the company he represents builds these engines in all sizes from 2 h. p. to 50 h. p. and stated that they were going to do business with the dealer. It's the right way.

The Hart-Parr Co., of Portage la Prairie, were out with two of their big 22 h. p. gasoline tractors. One of these they had outside the grounds, giving exhibitions of plowing.

The Waterloo Mfg. Co., were in evidence with one of their 20 h. p. simple engines. This was connected up to a 33 in. x 52 in. Waterloo Champion separator, fitted with Common Sense feeder, Waterloo blower and Perfection bagger.

Another new firm, the Carberry Wood & Iron Works, of Carberry, Man., was showing a steam balance lubricator, a swinging tongue for threshers, and the Carberry portable elevator. This latter is operated by tread power, the horses attached to the wagon unloading doing the work of elevating.

The Neepawa Stacker Co., of Neepawa, Man., were showing one of their stackers. Those in charge were quite busy and reported lots doing.

The Brandon - Robertson Co. took up some space with three of their self-feeders. These were operated by Monitor engines.

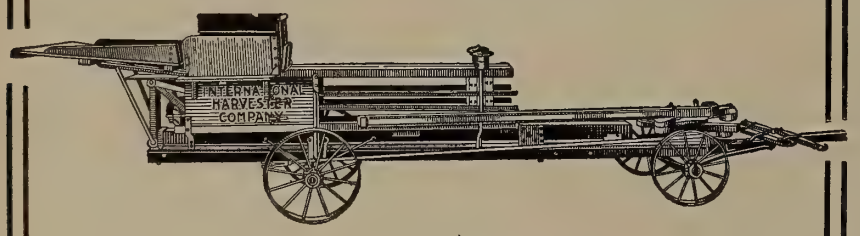
Among the finest exhibits on the grounds was that of the Manitoba Windmill & Pump Co. This firm have gone to the trouble and expense of erecting a permanent structure for the purpose of showing their lines. It is built of wood and is neatly painted in white. Among other things the company had on exhibit two 4 h. p. and three 7 h. p. "Monitor" gasoline engines. This engine was the centre of attraction and was inspected by many dealers while in Brandon. They also displayed a 14-foot Manitoba power mill and an 8-foot Manitoba mill, as well as grinders, wood saws, wood and iron pumps, etc. Their entire travelling staff was in helping the management take care of their friends and visitors.

Another exhibit that was the centre of attraction was that of the Brandon Machine Works Co., under the management of Mr. W. M. Fulton. They were showing their new hot-air furnace, and it was creating much favorable comment among the numbers who looked it over. This is an all steel plate furnace, and Mr. Fulton claims that it burns wood, hard coal, soft coal and even the smoke with equal facility. There was no smoke round the exhibit when we called, though one of the furnaces was in operation, the fuel being Souris coal screenings. Their sub-soil packer was given a lot of attention, and their gasoline engines, trip hammers, well drilling and chemical engines were not neglected. They had a fine big tent and it was a comfortable place to rest when one was tired and weary.

Like all the other Brandon manufacturers the Sylvester Mfg. Co. came loyally to the support of the home fair, and were on hand with a full quota of the various lines they make. A couple of 20 h. p. portable engines were running all the time, as was a 6 h. p. stationary. In addition the company had a number of Safety Sunlight gas machines on exhibition. This outfit is utilized for lighting houses, stores, hotels, halls, etc., and it will pay dealers to get their proposition. The light is white and clear and is not trying on the eyes, as is the case with many of these outfits. Adjoining their own exhibit the Sylvester Co., who are Brandon agents for the J. I Case T. M. Co., had three outfits on show as follows : a 25 h. p. operating a 36 in. x 58 in. all steel separator, a 20 h. p. portable coupled to a 32 in. x 54 in. all steel separator and a 15 h. p. portable hitched to a 28 in. x 50 in. all steel separator. These threshers were all fitted with the latest improvements in the way of feeder, bagger and weigher.

Right on the main corner leading down among the machinery the Manson-Campbell Co. were located. Here nobody had an opportunity to miss seeing their tented display of Chatham kitchen cabinets, Chatham fireless cookers, and Chatham grain graders. Outside they had

The I.H.C. PULL POWER HAY PRESS



The I.H.C. pull power baling press is built to bale the greatest amount of materials with the least expenditure of energy. It is easy on both men and horses and will bale more hay with less power than any other press of the same size. This is due to the unique construction of the plunger and power. They furnish speed and great compression power just when they are needed without adding extra draft.

To be brief, the I.H.C. pull power baling press fills the requirements of farmers who want a press that has durability, great capacity, and ease of operation to recommend it.

It is an easy matter to sell a machine which has within itself the power to "make good." That is exactly what the I.H.C. will do. Its appearance on the salesroom floor is attractive, and when a customer sees the mechanism and notes its method of operation the sale is made.

The I.H.C pull power baling press is built in one and two-horse power. The one-horse press has a 14 in. x 18 in. bale chamber. The two-horse press has three sizes of bale chamber, 14 in. x 18 in., 16 in. x 18 in., and 17 in. x 22 in.

Write the nearest branch house for catalogue and information concerning terms and territory.

Western Canadian Branch Houses:

CALGARY, Alta. WINNIPEG, Man. REGINA, Sask.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)

CHICAGO U.S.A.

a 5-ton pitless scale, and a couple of small scales, and these were kept busy weighing people all the time, who, after having gone through this ordeal felt the weight of their burdens lifted and went in and took a rest on a comfortable Chatham davenport. Mr. William Atwell, Western manager for the firm, reported a good week with satisfactory results.

Mr. A. E. Hind, manager of the London Fence Limited, of Portage la Prairie, had a neat display of their ornamental fencing, gates, lawn seats, arches, etc. He said business was very satisfactory, though the rain had the effect of keeping away many who would otherwise have been there.

Mr. H. Cater of the Brandon Pump & Windmill Works, certainly knows how to make a showing of pumps. He had over two dozen wood pumps all in a row, finished off with a number of iron pumps at each end. In addition he had a Star windmill, made by the Flint & Walling Co., of Kendallville, Ind., on display, and those connected with the exhibit were always busy answering questions.

The Riesberry Pump Co. were to the front with a battery of their various style wood pumps.

A. E. McKenzie & Co. had a full line of Planet Jr., garden tools displayed in front of their building. Mr. S. A. Bedford was on hand demonstrating the advantages of these machines, and he was up to his job. Here the visitor had a chance to inspect garden seeders and wheel hoes, cultivators, rakes and plows, grass edgers, etc., as well as a number of Spramotor outfits, and a Banner root cutter, made by the O. E. Thompson Co., of Ypsilanti, Mich.

In the handsome little dairy building the different cream separator companies showing had very neat and attractive booths. All were very tastefully decorated with various colors of bunting, flags, etc., and each presented a fine appearance. The following firms were out in force: De Laval Separator Co.; Sharples Separator Co.; Empire Cream Separator Co.; and Petrie Mfg. Co.

Andrew & Carpenter, of Oak Lake, Man., were showing a "Manitoba pickler, which they have recently patented. The device consists of a sieve basket which sits inside of a tub. This basket is hinged to the tub and has handles opposite the hinges. The tub is filled with the pickling fluid and the basket with the grain to be pickled. When it has been soaked for the required length of time the operator takes hold of the handles of the basket and by lifting them up permits the liquid to drain off. This done the grain is dumped onto the floor.

The Brandon Fire Extingnisher Co. exhibited a double chemical and a single chemical engine, a warehouse stand-pipe system and a number of their Ever Ready fire extinguishers.

A Splendid Cream Separator Display.

In past years the cream separator exhibits have been numbered among the greatest glories of the Industrial, and this season proved no exception. As usual these displays were located in the Dairy Building, just close to the carriage entrance to the grounds. All the companies participating went to considerable trouble and expense in making their booths beautiful, and it is within the mark to say that it was the niftiest display of these machines that has ever been seen in Winnipeg.

DE LAVAL DISPLAY

The De Laval Separator Co., were again located on the left hand side of the main entrance, which position is a most desirable one. Mr. Neil Dow, who was in charge, had everything in fine style. He had the lower part of the walls neatly burlapped in green, and the upper portion papered in a shade of red that blended harmoniously with the under color. All decorations and ornaments were gilded, while the arched entrance was finished in white and gold. On the walls were displayed numerous illustrations of their machines, as well as the medals won by the company at the big expositions of the world. On the floor were ten of the New Improved De Laval separators, ranging in capacity from 135 to 1,300 pounds of milk per hour. The latter is a steam power machine. Mr. W. J. Forsyth, traveller for the company at Neepawa, Man., was assisting Mr. Dow.

EMPIRE'S NIFTY BOOTH

Right opposite the main entrance, where it was impossible to miss them, the Empire Cream Separator Co. had one of the finest displays of cream separators ever arranged by them. Their booth was very handsomely gotten up in the colors of the company: blue, red and gold. Over all was hung a big Empire sign, over which a golden star was suspended. Mr. H.P. Hansen and Mr. E. Ellwood, western managers of the company, were responsible for the decorations and they are entitled to great credit for their judgment and taste. Ranged neatly around they had nine Empire separators, varying in capacity from 350 to 650 pounds of milk per hour. They also were showing one of their 3 h. p. Empire gasoline engines. This firm donated a 650 pound little, blue, frictionless, Empire to the Industrial authorities for the best heifer under thirty-six months.

THE U.S. REPRESENTED

As of yore the Vermont Farm Machine Co., of Bellows Falls, Vermont, were represented by one 400 pound, and two 300 pound U. S. cream separators, as well as a dog or sheep tread power. It was the intention of Mr. C. W. Swanson, who was in charge, to have about six machines on display but unfortunately these were delayed in transit. He had his booth very neatly fixed up in light blue, red and white, and was kept busy all the time explaining to interested spectators the different points of merits in his line. He reported a very good week, and seemed well satisfied with results.

THE CREAMERY PACKAGE CO.

For the first time the Creamery Package Co., of Minneapolis, Minn., were represented. They were showing a full line of Babcock testers, moisture testers, and cream pumps. Mr. W. J. Cort was in charge, and Mr. Harry W. Rice, Minneapolis manager of the firm, was up for several days.

TUBULARS WELL DISPLAYED

The Sharples Separator Co., were at their old stand with a nice display, under the direction of Mr. R. N. Ray. This gentleman had their booth very nicely arranged, the prevailing colors being yellow and brown. They had seven machines on exhibit, ranging in capacity from 200 to 1,000 pounds of milk per hour. The latter was one of their steam turbines, and as they had it connected up they were giving continual demonstrations of its efficiency. Mr. Ray stated that in his territory, Saskatchewan, the demand for machines is increasing rapidly year by year, and he is confident that there will be lots of business the coming season.

THE MAGNET DREW

In the national colors: red, white and blue, the Petrie Mfg. Co. found plenty of scope for their decorative abilities. They were showing six of their Magnet separators, ranging in size from one capable of skimming 400 pounds of milk per hour, to one capable of running through 1,000 pounds per hour. Mr. Thos. S. Petrie, Western manager of the company, was in charge.

A NIFTY BOOTH

The Raymond Mfg. Co., had a nice booth down at the lower end of the building. This they had decorated in red and white, and hung with many neat little banners. On exhibit they had five machines set up, and one in sectional parts. This latter was a strong drawing card and nothing pulls the public like an opportunity to "see the works." Their different machines ranged in capacity from 300 pounds to 800 pounds of skimmed milk every sixty minutes. Mr. D. M. Hackney, Western manager, and Mr. W. Faulkner, his assistant, were looking after things. They report a very satisfactory week.

An Exhibition of Their Own.

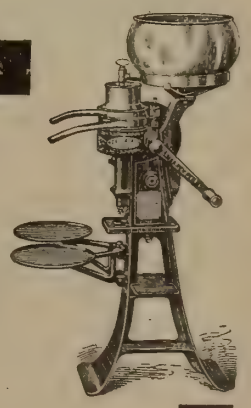
At their own quarters, just outside the carriage entrance to the Exhibition grounds, the American Abell Engine & Thresher Co., had a full display of their various lines of "Cock o' the North" engines and Toronto Combination separators. They had the pleasure of receiving many callers during the week and were well satisfied with general results. Flags and bunting, in profusion, gave their handsome building quite a holiday appearance.

Canadian Industrial Bounty Payments.

Recently compiled figures show that between 1896 and the end of 1907 the Canadian government disbursed $13,039,273 in industrial bounties. Of this sum $1,204,135 went to the refiners of petroleum, $742,843 to lead-mining companies, $30,000 to silver-mining concerns, $94,601 to the manufacturers of binder twine. By far the larger part of the total of $13,000,000, however, went to the iron and steel companies in the provinces of Nova Scotia and Ontario. Thirteen of these undertakings are now on the bounty.

Creamerymen and other expert dairymen throughout the world have placed the great seal of approval upon

DE LAVAL
Cream Separators



and by precept and example say—
"NONE OTHER GENUINE."
Write for Catalog.

THE DE LAVAL SEPARATOR CO.
MONTREAL WINNIPEG VANCOUVER

The Winnipeg Industrial Proves Bigger and Better Than Ever.

Everything considered there was plenty of opportunity for commendation, and very little for criticism, in connection with the recent Winnipeg Industrial Exhibition. Those fortunate enough to be present were loud in their praises of this event, and as the concensus of opinion is generally conceded to be the best means of arriving at a verdict as to the success or failure of anything in which the people are interested, it was evident from the different expressions voiced as one toured among the live stock, in the buildings, and on the grand stand, that the management were eminently successful in providing a satisfying exhibition.

Education and amusement are the main factors that draw the large crowds, and this season the management took care that there should be no complaint to make in respect to either one or the other. It is difficult to recall a year, excepting that of the Dominion Exhibition, when there ever was a better display of manufacturers' lines than was to be seen here this summer. The three large buildings devoted to exhibits of this sort were crowded to the limit, and, if the growth in this department continues, it will be necessary to increase the accommodation; in fact it needs increasing right now. The showing of "Made in Winnipeg" products was substantially increased over last year, and there was a greater and more varied assortment from outside points than ever before. The different companies took pride in their booths and endeavored to excel one another in regard to decorations, with the result that the general appearance of the entire display was most pleasing to the eye.

In the live stock classes the results were also quite satisfactory to the management and also to the spectators. Here were congregated practically all of the animals of the various breeds that won premiums at the Dominion Fair in Calgary. This year there was a particularly fine showing of dairy cattle; especially Ayrshires. In point of numbers it is probable that there were fewer Shorthorns exhibited than at the previous exhibition, but there was no falling off in quality. Both sheep and swine were out in goodly numbers, while the standard was slightly better than in 1907. There was exceedingly keen competition in the horse classes, and a magnificent lot of both light and heavy animals were on show.

So far as machinery is concerned the showing was better than last year. There was a greater assortment of the various lines, which was most desirable. The motor tractor competition was a source of continual interest, and was well worth all the time, labor and energy the exhibition management were put to in making it possible. Those who displayed machinery were very well satisfied with the arrangements, and few complaints were registered on any score. But more of the machinery later.

The attractions programme was what captured the crowd this year. It was the best ever seen before the grand stand in Winnipeg. From the opening act until the last rocket flew, and the set-piece blazed "good night" the crowd was delighted. Especially inspiring was the grand tattoo when over a dozen bands assembled and played such tunes as "Home, Sweet Home"; "Nearer My God to Thee," and others. This fine feature will bear repetition. The horse racing was good, and though wet weather interfered with the track everybody seemed well satisfied. All in all the management had reason to feel proud of the success of their efforts.

There are one or two things, however, to which their attention should be directed. In the first place better dining hall accommodation is urgently required. Under the present system it is impossible to get a good meal at a reasonable price. It behooves the fair board to look into the matter, with a view to finding out why it would not be profitable to erect a new dining hall and operate it under their own direction. It is worth trying.

Another great need is better toilet accommodation. The chairman of the grounds and buildings committee, and his committee, are entitled to the censure of the public for their neglect of this. Last year it was brought to their attention, but nothing resulted. It is false economy to overlook this matter, and the exhibition suffers because of the negligence of the men who are particularly appointed to look after this sort of thing. If the committee will do nothing on their own initiative the management should take a hand in the matter. Improvements are demanded by the public, and they should be made. Existing conditions are simply intolerable.

The following is a brief report of the different concerns showing: The Sawyer & Massey Co. occupied their old place, and kept things humming all the time. Hitched to a 26 h.p. compound engine was a 40 in. by 60 in. Great West Separator, fitted with S. & M. stacker, Ruth feeder, and Perfection bagger and weigher. Next to this was a 32 in. by 56 in. Great West thresher, with Parsons Hawkeye feeder, S. & M. stacker and Hartley weigher, this outfit spinning along smoothly from power supplied by a 19 h.p. simple engine. Adjoining was a 22 h.p. compound engine, coupled to a 36 in. by 60 in. Great West separator, with S. & M. Stacker, and Parsons Angel feeder. A 25 h.p. Fairbanks Morse gasoline tractor was coupled to a 25 in. by 42 in. Great West separator, while a 30 h.p. Sawyer & Massey engine was running round. This firm also showed water tanks and tenders, tank pumps, sweep powers, bevel jacks, and an assortment of tile moulds, with samples of the finished product. Mr. John McVicar, the S. & M. veteran, was in charge, and reported something doing every minute.

Marshall, Sons & Co., of Gainsborough, England, had a good location near the corner of the Colonade, where they showed a 30 h.p. oil tractor, a 22 h.p. light "Gainsboro" traction engine and two threshers. One of the latter was built on lines to meet the demands of the Canadian trade, and was equipped with sheaf elevator, conveyor, self-feeder, and a fixed windstacker. The other machine was an English finishing machine, which threshes, cleans and grades the grain at one operation. This outfit was equipped with all the most modern accessories of the English threshing world.

The Kinnard-Haines Co., of Minneapolis, Minn., were showing one of their four-cycle Flour City plowing tractors. This outfit was successful in winning the gold medal in the motor tractor competition open to the world. Mr. O. B. Kinnard was in charge, and was kept busy all the time attending to the wants of interested spectators, and many prospective buyers.

One never makes a mistake in guessing where the J. I. Case T. & M. Co. are located at Winnipeg Fair. Their steam calliope and hill climbing engine keep the people well informed of their whereabouts. This year they had three of their all steel separators out, in the following sizes: 40 in. by 60 in.; 32 in. by 54 in.; and 24 in. by 42 in. These were operated respectively by a 32 h.p. simple traction, a 20 h.p. simple and a 9 h.p. portable. A 6 h.p. portable and their 15 h.p. incline climber completed their outfit. Mr. J. S. Witmer was in charge of things.

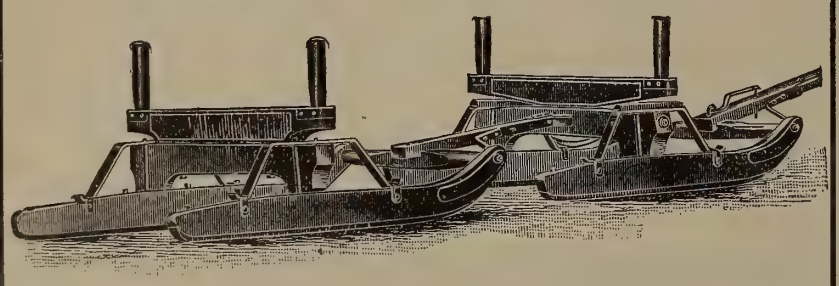
The International Harvester Co. were into the game this year with three of their gasoline tractors in the following sizes: 45 h.p.; 20 h.p.; and 15 h.p. The former was in the nature of an experimental engine. The smallest motor was the most successful in the test, landing second place, just a few points behind the winner. The company also showed a Belle City thresher.

Reeves & Co. just showed one outfit, consisting of a 25 h.p. double simple, driving a 36 in. by 60 in. Reeves Compound separator, with full equipment. This display was under the direction of Mr. W. Willis.

The Universal Motor (North America) Syndicate, of Regina, Sask., had one of their 30 h.p. gasoline engine tractors on display. This was entered in the motor tractor competition and did very well, until an accident put it out of the contest altogether. Mr. C. T. M. Wakefield, who is manager of this firm, reported splendid prospects for the future and is enthusiastic over the outlook for the sale of these tractors in the West.

The Transit Thresher Co., of Minneapolis, Minn. were taking part in the motor tractor competition

WILKINSON SLEIGHS



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Ironing all in proportion to each size.

Very heavy beams and bunks.

Nothing "skimped" in any part.

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WINNIPEG.

The Agricultural Motors and part of the machinery exhibit at the Winnipeg Industrial Exhibition, 1908.

with their big 35 h.p. gasoline engine. Mr. P. J. Lyons was in charge, and spoke as though he were very favorably impressed with the outlook for the sale of his class of engines in this territory.

Haug Bros. & Nellermoe had a dandy display of their lines. This included a 30 h.p. Avery double cylinder engine, coupled to a 36 in. by 60 in. Yellow Fellow separator, an Avery 30 h.p. plowing engine hitched to their steam lift plow, and a 20 h.p. Avery double cylinder engine. They also showed a 25 h.p. single Hamburg engine, driving a 32 in. by 54 in. Yellow Fellow separator with Avery feeder, stacker and blower. This Hamburg engine is made by the Stratford Mfg. Co., of Stratford, Ont. The company's line of tanks, wagons and hay presses, the latter being made by Lamarre, of St. Remi, Que., received much attention.

D. B. McLeod was out boosting the M. Rumely line, and certainly did it. He had on display a 30 h.p. d.c. plowing engine, and a 25 h.p. simple. This latter was driving a 36 in. by 60 in. Rumely Ideal Separator, with Ruth feeder, Rumely gearless blower and Perfection weigher. Mr. H. E. Kane, General Manager, was present, as was also Mr. M. Rumely, President and Managing Director of the company at La Porte, Ind.

The "Tiger" line of the Gaar-Scott Co., was well up to the front. Mr. E A. Cutler, their manager here, was on hand and had a good display, showing an 18 h.p. single engine, a 25 h.p. simple, and a 40 h.p. double tandem compound plowing engine. The two former were operating a 31 in. by 49 in. and a 36 in. by 60 in. separator respectively; both of which were fitted with all the most modern things which the up-to-date thresherman demands.

Around the exhibit of the Hart-Parr Co., of Portage la Prairie, Man. there was always something doing Mr. I. P. Porter was in charge and he smiled all the while. This firm showed two of their 45 h.p. gasoline tractors, giving continual demonstrations of their working qualities. Mr. C. W. Hart, of Charles City, Iowa, was up for a couple of days.

Geo. White & Sons of London, Ont., had one outfit on the grounds. It consisted of a 24 h.p. single engine and a 36 in. by 60 in. Challenge separator with feeder, blower and bagger. Mr. A. W. White was in charge of affairs.

The Robert Bell E. & T. Co., showed a 26 h.p. engine coupled to a 36 in. by 60 in. Imperial separator, with Ruth feeder, Dakota weigher and Farmer's Friend bagger. Mr. T. P. Bell reported good business and many prospects.

The Waterloo Mfg. Co., with such veterans in charge as Mr. John Herron, the Western Manager, and J. M. Docker, were busy explaining the many points of merit in their 25 h.p. engine, which they had coupled with a 40 in. by 62 in. Manitoba Champion, having a Waterloo blower and Parsons feeder; and also in their 14 h.p. engine which was driving a 28 in. by 42 in. Champion separator, which had full equipment.

At their old stand the Waterous Engine Works Co., with Mr. Geo Erb, Western Manager, in command, showed a 22 h.p. engine making a 36 in. by 60 in. McCloskey separator "go some," which it was quite capable of doing. Alongside they had an 18 h.p. engine doubled with a 28 in. by 42 in. McCloskey separator, and these were working continuously. Both separators were fitted with all the necessaries for the field.

A new firm got into the field when the Burridge Cooper Co. showed the Geiser Sieveless thresher and their gas engines. They had a 20 h.p. gasoline engine operating a 27 in. by 39 in. separator, and a 16 h.p. engine driving a 24 in. by 32 in. thresher. Both threshers were equipped with feeders, stackers and baggers.

Lots of attention was given the exhibit of the Sylvester Mfg. Co., of Brandon, Man. Among other things their automobile thresher was the object of much consideration and comment. Those in charge had it operating almost all the time, demonstrating its handling qualities, and its power. In addition they showed a 6 h.p. pumping engine, and a 20 h.p. portable engine. Mr. F. Sylvester, President of the Company at Lindsay, Ont., was up and in charge, and reported himself well satisfied with the results of his week at Winnipeg.

The Neepawa Stacker Co., of Neepawa, Man., showed one of their stackers in operation.

An exhibit that was always surrounded by a crowd was that of the E. M. Kramer Co., of Paxton, Ill., who had one of their rotary harrows for plow attachment on display. Mr. J. W. Kaufmann, General Manager of the Company who was look-

A

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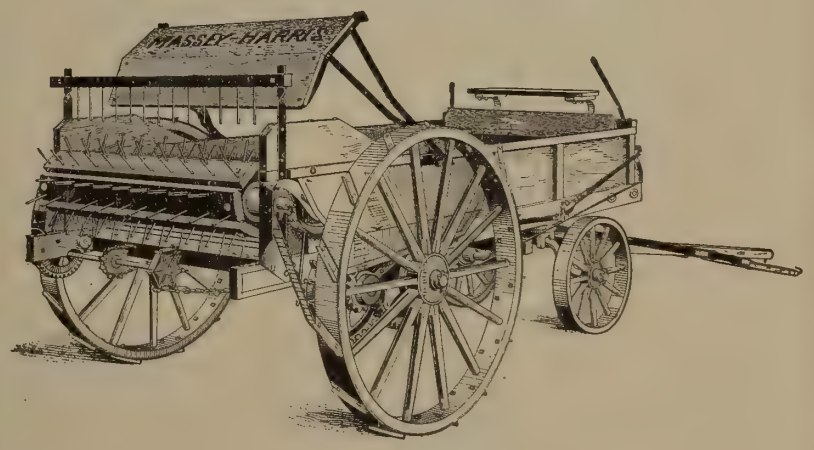
Manure Spreader

should be on every farm



It saves all hand spreading
It spreads evenly
It makes a given amount go further
It has no complicated mechanism

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Massey-Harris Co., Limited.

ing after things was busy all the time answering enquiries respecting the invention which his company have placed on the market. He stated that he was well repaid for visiting the Industrial.

The Virden Mfg. Co., of Virden, Man., were on hand again with their Whiteford Justice Measure. It was operated by a 1½ h.p. Stickney gasoline engine.

The McCullough Mfg. Co., of Minneapolis, Minn., were showing a sample of their "Practical" oil pumps for traction engine.

G. Spenst, of Gretna, Man., was on hand with one of his grain cleaners for installation in country elevators.

Mr. E. E. Lyday had the Parsons Hawkeye Co., well represented. Included in this display was a Ruth feeder, a Parsons Hawkeye feeder, a Success belt guide, a Pastime washing machine, and a full line of thresher supplies.

The Portable Elevator Co., of Winnipeg, were displaying two of their outfits; one for pumping water from drains and the other for filling thresher tanks. The former had a capacity of 9,000 gallons of water per hour, and was operated by a Gilson 1½ h.p. gasoline engine.

H. T. Helgeson, of The Royal Manufacturing Co., showed three Fosston fanning mills and a Fosston wind stacker.

E. M. Pope & Co., of Watertown, N.D., exhibited a full line demanded by threshermen, including tooth straighteners, flue cutters, wrenches, spark arresters, etc.

The 1900 Washer Co., of Toronto, Ont., were present, pointing out the merits of their electric and gravity washing machines.

At a well located spot in one of the main buildings Johnston & Scott, of Winnipeg, showed a full assortment of Champion O.K. potato machinery, including sprayers, planters, diggers, cutters, etc., as well as other garden supplies.

The Boyce Carriage Co. had a nifty lot of their vehicles on display. Among other things they had express and delivery wagons, ambulance and hose wagons, and lorries. They also had one of their 10 h.p. Boyce Jewel automobiles on hand, and gave everybody an opportunity to admire it.

The Gasoline Engine Supply Co., of Winnipeg, had a big space, well-stocked with motor boats and gasoline engine supplies. Mr. J. E. Shutt, formerly of the Cooper Gasoline Engine Co., is managing this concern and reports good business.

There was a hum around the gasoline engine display of the Burridge Cooper Co. This firm had two 3 h.p. Gade air-cooled gasoline engines operating grain grinders, and a 6 h.p. Gade air-cooled engine operating a private electric lighting system. They were also showing steam pumps and valves, batteries and magnetos.

Mr. P. F. LeGresley was answering all enquiries and pointing out the merits of the different articles on display.

The Dominion Wagon Scale Co., Winnipeg, were demonstrating the advantages of their wagon scale. They report a good demand for them among farmers of the West.

Mussen, Limited, of Winnipeg, were out with a full line of Ideal concrete machinery, cement mixers, wheel and drag scrapers, ball bearing jacks, chain hoists, disc plow attachments for elevating graders, etc. Mr. E. G. Powell, local, manager, was in charge.

The Colonial Engineering Co. of Montreal, Que., had a gas producer plant at work. This was operated by a 37 h.p. engine, while one of their 15 h.p. coal oil engines was kept busy working a centrifugal pump.

The Louden Machinery Co. showed their loaders, hay forks, litter and feed carriers, barn door hangers, overhead tracks, cattle stanchions, etc., in a nice location in one of the main buildings.

The Stewart Machinery Co. of this city were to the fore this year with a very fine exhibit of their wood and iron working machinery, shaftings, pulleys, etc.

C. C. Bogle & Co. had an exhibit of their hog motor. This machine compels the hog to do his own grinding to get at his feed. Out at the stock barns continuous demonstrations of this motor in operation were given.

The Winnipeg Metal Culvert Co. were on hand with samples of their culverts. They kept a big threshing engine running over them all the time, demonstrating their strength. Built of extra heavy sheet steel, thoroughly galvanized, they are impervious to water, and are in great demand throughout the West.

There was plenty doing around the neat exhibit of the Hero Mfg. Co. This concern had six of their well-known Hero grain separators hard at work, electrical power being used. Mr. Thos. Wadge, manager of the company, reported good business during the week, and stated that he had been successful in booking an order for shipment to South America.

The Harmer Implement Co. were represented by a nice display of three New Superior fanning mills, a number of smut cleaners, and samples of their line of portable elevators, farm trucks, and harrow carts. Mr. John Harmer and Mr. J. M. Coates were in attendance.

The Bowser Oil Storage Co., of Toronto, Ont., had an interesting exhibit of their gasoline and oil storage tanks, and pumps.

Occupying a splendid location the William Gray & Sons Co., had a natty assortment of their high-grade vehicles, embracing in all about forty odd jobs; including road wagons, buggies, stanhopes, surreys, cutters, democrats, etc. A particularly attractive vehicle was their auto-surrey, which takes its name from the automobile style of seat. It was handsomely finished and was the object of much praise from spectators.

The Raymond Mfg. Co., had the finest display of sewing machines on the grounds, and the booth in which they were located was very beautifully decorated.

The Anchor Wire Fence Co. were in evidence with samples of their ornamental wire fencing, gates, lawn seats, lawn vases, etc.

The Dunlop Tire and Rubber Goods Co. were to the fore with a nice exhibit of their rubber goods.

This year the Ontario Wind Engine and Pump Co. had one of the best displays on the grounds. They had a large tent near the corner of the main walk, so that everybody saw their exhibit in passing. Stickney gasoline engines were shown in sizes as follows: 1½, 3, 5, 7, 10 and 13 h.p., and in styles both portable and stationary. These were kept operating Ontario and Martin grinders, etc. In addition samples of the various styles of pumps were displayed, as well as Aylmer scales, pumping jacks, lawn swings, and well drilling machinery. Mr J. M. Reid was in charge of the display, and was ably assisted by a large staff.

Whenever the Great West Saddlery Co. make a showing they make a good one, and this year was no exception to their rule. Their stand was very handsomely decorated with robes and horse blankets, while neatly displayed were saddles, harness, turf goods, grips, valises, trunks, etc., etc. The people evidently appreciated this display, because large numbers of them were always gathered around it.

The St. Paul Ditcher & Carrier Co. of St. Paul, Minn., and who are now represented by an office in Winnipeg, showed one of their Carpenter Wing Carriers for attachment to separators. It was displayed in connection with one of Haug Bros. & Nellermoe's Yellow Fellows.

The Dan Patch Grain Grinder exhibited under the direction of Waugh & Beattie of this city, was the object of much attention. It is expected that this line will be handled exclusively through the medium of implement dealers in the West.

Too Expensive.

An Eastern publication is out trying to arouse public sentiment in favor of rural free delivery of mail. It is basing its argument in favor of the scheme on the experience of the United States. In this case what is good for our neighbors to the south does not appear profitable to us. They have a population of almost 80,000,000. We have a population of slightly over 6,000,000 covering an area somewhat greater than the United States. Is the point clear? The proposition is too rich, too expensive for our blood.

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We Want Your Business We have the Quality and the Prices are Right. Do you want our Catalog? It fully describes and illustrates a line of unequalled excellence, noted everywhere for strength and simplicity, the leadership of which is attested by the fact that nearly all of our implements have been imitated in every part of the country.

"P & O" Represents a combination of **Knowledge, Experience and Judgment** never excelled in the implement business. **P & O** when seen on an agricultural implement guarantees it as the very highest type of mechanical art in the building of farm machinery.

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Omaha	Denver	Winnipeg

Increased Taxes for Regina Branch Houses Possible.

Are the Regina authorities out to kill the goose that lays the golden eggs? The question is prompted by a matter to which our correspondent at that point drew attention last month. It seems that the city council, not satisfied, evidently, with the returns from the taxes imposed on buildings or the floor-space tax, are considering the placing of a tax on all lease-held land.

Most of the implement and vehicles houses in Regina are located on land leased from the Canadian Pacific Railway Co. In many cases the fact that land was procurable on this basis was the inducement that caused them to establish themselves there. They are paying the city building tax, which is not light, and in addition are paying a floor tax space figured on a basis of valuation of $1.00 per square foor. As implement and vehicle firms are compelled to have a large amonnt of floor space, this tax amounts to a considerable sum annually.

Now the proposition is brought forward to place a tax on all leased property within the city. From what we can learn the taxes in Regina are high enough now, without any additional burden being imposed. As our correspondent said, "if this property is assessed the Canadian Pacific Railway Co. will certainly not be likely to pay it but will compel those leasing the land to bear the expense."

A New Connection

Mr. A. C. McRae while in the East closed a contract for the handling of the products of the Baynes Carriage Co., of Hamilton, Ont., in Manitoba and Saskatchewan. Already this line of vehicles is becoming well and favorably known throughout the West, and with A. C. McRae pushing them their reputation will advance with greater rapidity. A large stock of all styles of vehicles will be carried here so that dealers will be assured of prompt fulfilment of all orders. Having taken on this line Mr. McRae secured the services of Mr. W. D. Bentley, formerly representative of the Bradley Mfg. Co. in this territory. We wish Mr. McRae and Mr. Bentley every success in their new connection.

"You Bet."

When buyers forget to forget, when competition ceases to compete, when every actual and prospective customer has been convinced that you are selling the best lines of implements and vehicles, and that none better can ever be produced, then, and then only, will it be safe for you to get along without advertising.

Just so long as old buyers die and new ones take their places, just so long as there is competition to coax your customers from you, just so long as there is a possibility that somebody else will endeavor to produce and sell a better product, just so long will it be necessary for you to continue the work of educating and reminding your own and your competitors' customers as to the merits of your goods.

A Poker Window Sign.

There is an enterprising dealer in mens' shoes in Winnipeg who, at one time, was accustomed to display, sticking out of each pair of shoes in his windows, three new one dollar bills. The accompanying announcement used to read something like this: "Three of a kind beat two pair."

On one occasion a bright young man undertook to get the better of the dealer. Entering the store he said to the proprietor: "You sell shoes according to the rules of poker, I see."

"Yes," was the reply.

"I wear size nine," said the bright young man; "wrap me up two pairs of them."

When he had received the shoes he tendered in payment therefor $3.

"Pardon me," said the proprietor, "but those shoes come to $6."

"Not according to Hoyle," said the bright young man, with a triumphant grin, "three of a kind beat two pair."

"Very true," responded the suave proprietor, "but they don't beat four nines. Six dollars, please."

First Salesman—"I'm traveling with one of those new breakfast foods. You just have to add hot water and serve."

Second Salesman—"But how do you get it on the market?"

First Salesman—"Add hot air and nerve."

Of course we all make mistakes—but that's a pretty poor excuse.

MR. DEALER—Do you know that

CATER'S WOOD AND IRON PUMPS
STAR WINDMILLS
GASOLINE ENGINES

Are the best made in the West, and our prices are the lowest.

SEND IN YOUR ORDERS FOR FALL TRADE AT ONCE

Your orders will receive prompt attention if sent to us. **Write for Catalogue.** Address;—

BRANDON PUMP & WINDMILL WORKS

Dept. D BRANDON (H. Cater) MAN.

CONSTRUCTION.

The "Wizard" Portable Grain Elevator is built any height, standard 16-ft. leg.

Grain is elevated by cups and conveyor by worm screw.

Mounted on skids, but can be operated from a wagon or truck.

Hopper swings back out of the way for wagon.

Leg swings down when moving and rests on skids.

Spout can be swung in any direction, or up or down.

THE "WIZARD"
Portable Grain Elevator

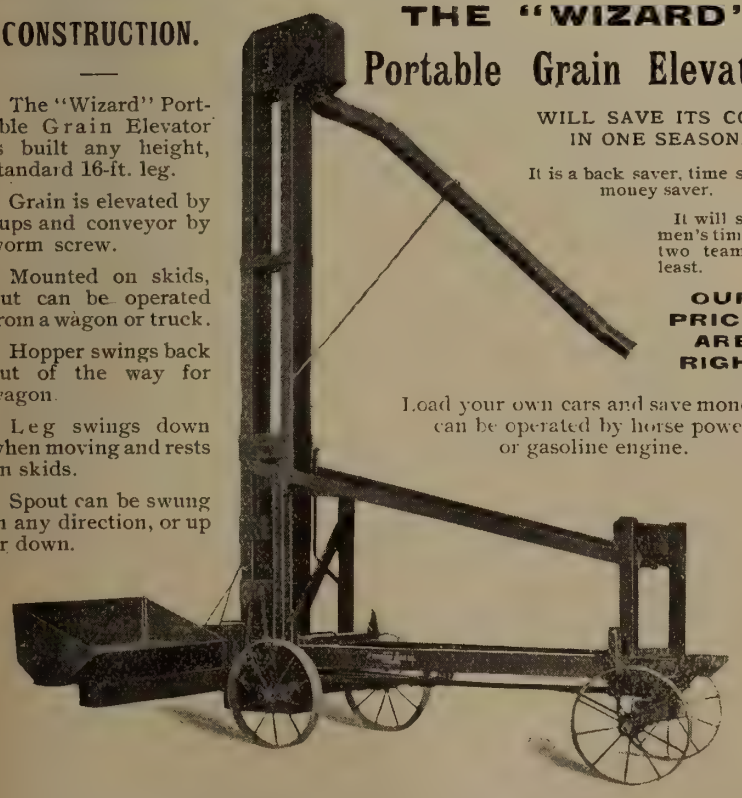
WILL SAVE ITS COST IN ONE SEASON.

It is a back saver, time saver, money saver.

It will save 3 men's time and two teams at least.

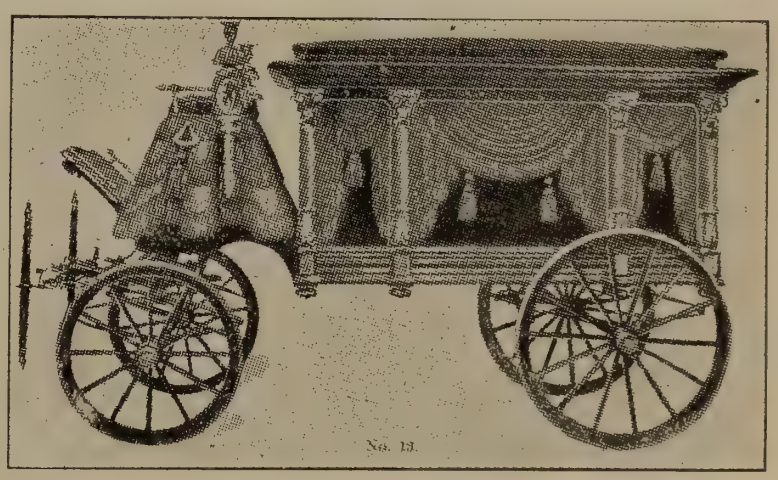
OUR PRICES ARE RIGHT

Load your own cars and save money—can be operated by horse power or gasoline engine.



This cut shows Elevator mounted on truck, with leg up and hopper ready to receive grain. Write for prices and terms. Our supply is limited.

THE HARMER IMPLEMENT CO., 142 Princess St., Winnipeg



No. 13.

For Style and Finish

GREER HEARSES

Ambulances and Undertaker's Wagons

are Canada's Leaders

Made in different sizes and in all the latest designs, only selected materials used in construction. Perfectly finished by experts. A number of rebuilt hearses constantly on hand.

FOR THIRTY-EIGHT YEARS OUR

Landaus, Carriages and Buggies have been unsurpassed for quality and style. Every job guaranteed.

A. B. GREER London, Ont.

Representatives in Western Canada

The JOHN STEVENS CO., Ltd., Winnipeg.

Correspondence solicited from dealers.

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published Monthly by
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CORRESPONDENCE
solicited from dealers, jobbers, general agents, travelling salesmen, manufacturers and others, on matters pertinent to the agricultural implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign name. This paper reserves the right to edit all matter submitted but does not undertake to endorse opinions expressed in its correspondence columns.

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WINNIPEG, CANADA

AUGUST, 1908.

Be Active but Cautious.

With the outlook as bright as it is, and reports as satisfactory as they are, it is not unlikely that among certain classes will come the feeling that everything is all right again, that it will be safe to open up in the matter of credits, and that speculation will once more be as profitable as it was a couple of years ago.

Like all others we have absorbed an abiding faith in the West, but prefer to have it governed by the head rather than from the heart. The tendency of Westerners is always to be optimistic; in fact it may be said to be one of the predominant characteristics of the people who live abroad on these fertile prairies of ours, and while it is a desirable attribute of any successful people, it is well to remember that the past taught lessons which we must not, even in our buoyant optimism, toss lightly aside or too suddenly forget.

To-day there is every prospect of a successful year for Western Canada, and men are beginning to hustle after business as vigorously as before the late depression came. This is well. Nevertheless it is not yet time to loosen all the brakes, nor fitting that the safety valve of business should be permitted to once again get into the condition it was in two or three seasons ago.

For the next year care should be exercised in the giving of credits, and every effort should be made to collect settlements when they reach maturity. This should form a basic principle in business at all times, but particularly should it receive consideration during the coming revival of commerce. It will profit dealers not to ignore this phase of the situation.

A Proposition Worthy of Consideration.

For months past the whole implement trade has been devoting particular attention to the subject of credits. All have realized that it is necessary to do something looking towards the improvement of credit conditions in the implement and vehicle business throughout Western Canada, that it is imperative to reduce outstanding indebtedness, and that some means be introduced and some system adopted that will prevent the granting of credit to worthless parties in the future.

In this connection a proposition was submitted by the Winnipeg Wholesale Implement Association to dealers in Manitoba some time ago. Here it may be stated that the plan was first placed before the trade in Manitoba with a view to finding out what kind of a reception it was likely to receive, but it is understood that if it were adopted generally by the dealers in this Province it would eventually be inaugurated among all the dealers in Western Canada.

The plan as outlined by a committee of the above organization was briefly as follows: A proposal to secure lists of two classes of customers. In the first class would be placed the names of all prospective buyers utterly irresponsible and entirely unworthy of credit, while in the other class would be listed the names of all those who, on account of their heavy indebtedness and slow-pay reputation, it would be best to confine as closely as possible to a cash basis or from whom it would be advisable to obtain full security for any further credit that might be extended to them.

It was the intention of the committee to secure these lists through the co-operation of the retail dealers throughout the Province, as well as from the different wholesale houses connected with the implement trade who follow the policy of handling the farmer's paper. Having obtained the names of the two classes of customers indicated these were to be compiled and printed in the form of a reference book. In this particular instance the book would cover the entire Province of Manitoba, and if successful would ultimately be extended to embrace Saskatchewan and Alberta.

The committee intended that the book should be revised and re-issued each year, thereby insuring it being always up-to-date and never a "dead" list. Arrangements were made whereby a local mercantile agency agreed to undertake the work and handle it in a thoroughly efficient manner at a subscription price of $3.00 per book, every Manitoba dealer to be furnished with a copy at this price.

Upon consideration dealers will immediately see the many advantages to be derived from the issuance of such a book, either in each province separately or in the West as a whole. It is always the entirely worthless or the very questionable prospective buyer that requires watching, and it is from such people that the implement and vehicle trade need all the protection that they can secure. A thoroughly compiled credit reference book, listing the wholly irresponsible customers, as well as those from whom cash or ample security should be had before goods are delivered to them, would, to a very great extent, if not entirely, give dealers this protection.

As an illustration let us suppose that a man walks into your warehouse to buy a wagon. He is a stranger to you, or you merely know his name and the location of his firm. So far as his credit is concerned you know nothing. After the usual introductory preliminaries you find that he wants to buy a wagon, and that he wants it on credit. You have nothing by which to guide your course of action, saving your ability as a judge of human nature. You know that the man has come from another part of your province, but you don't know his reputation there. How different had you a credit reference book. You could immediately go to it, look up your possible buyer's record in his own district, and govern yourself accordingly. If his name appeared in the list you would be posted, while if it did not show he could be reasonably regarded as a safe party to whom to sell goods.

If the book were confined solely to provinces dealers could keep in touch with all the movements of settlers from one district to another, while if one book were issued for the entire West the same thing would apply. The only man with whom the dealer would have to take a chance would be the new arrival from abroad, and in a year or so such an individual would have established his record, and if undesirable would be listed accordingly.

We believe that the proposition is one that has the endorsation of the entire retail trade of the West, and are confident that if it were possible to get the feeling of all the dealers in the matter that our belief would be proved. All will admit that if one bad sale, or one doubtful transaction was avoided by the use of such a book that so far as each individual dealer is concerned the undertaking would be well worth while, and the cost of the book in such an instance would be but a mere bagetelle.

It may be stated that in submitting this proposition to the dealers in Manitoba the Winnipeg Wholesale Implement Association enclosed with an outline of their plan a return card for reply. Many of these, we understand, have come back endorsing the idea, but there are still quite a number to be heard from. These dealers who have not yet given this matter their attention are requested to do so as soon as possible, in order that some definite action may be taken in respect to putting the proposition in operation.

Canadian Farm Implements would like every reader to give this subject some consideration, and invite all who care to do so to write us their views concerning it, whether favorable or otherwise. We would also appreciate suggestions from our friends of the retail trade as to the most effective method looking towards the stamping out of the credit evil.

A Worthy Innovation.

If the motor tractor competition at the Winnipeg Industrial did nothing else it clearly showed the interest our dealers and farmers are taking in the development of this type of farm machine, and it also demonstrated the mechanical perfection to which these machines have been brought up to the present time. Further, it presented an opportunity much desired by manufacturers, and the public generally, for comparison of the different styles of machines on the market when operated under exactly similar conditions.

A few years ago an internal combustion tractor was considered beyond the realms of possibility, in fact it was not thought of at all. To-day it is an actuality, and, as shown by the tests conducted here, is capable of hauling loads and plows in an efficient, rapid, and economical manner.

The exhibition authorities are to be congratulated on holding such a competition, and it is to be hoped that the innovation of this year will prove a regular feature for a number of succeeding seasons. Everything was carried through without a hitch, and the participators were thoroughly satisfied with the results.

Non-Competitive Switching Charge in Winnipeg Reduced.

On July 11th the Board of Railway Commissioners for Canada passed an order that the railway companies must make a reduction of $3.50 on the Winnipeg non-competitive switching charge, same to take effect September 1st. For some years the railways operating to and from Winnipeg have charged one cent per 100 lbs., with a minimum of $5.00 per car, for switching non-competitive freight traffic. Under the new order the railways are permitted to continue the practice of absorbing switching charge on competitive freight, but on non-competitive traffic the carrier may only charge one-half cent per 100 lbs., with a minimum of $1.50 per car. This means a saving to shippers on non-competitive lines of $3.50 per car.

Our Popular Voting Contest Near An End.

Three weeks more and the winner of our Popular Voting Contest will be receiving the congratulations of his friends, and shaking hands with himself that such an opportunity was presented for making some "easy money." As we predicted the competition gets keener as the date of termination draws closer, so that by August 31st it will not be possible to take the temperatures of the different contestants with an ordinary thermometer.

Last month we announced that with this issue we would give the figures showing just exactly where each contestant stands in the race. This proposition was evidently not satisfactory to a number of the candidates who have written us requesting us not to do this, so that we have decided to follow our old policy of issuing a general statement showing where each competitor is placed in the running.

Our last report showed Mr. Kohlman and Mr. Bourke a tie for first place. After a hot struggle this position was captured by Mr. Bourke, who forged well into the lead during July. The biggest gain of the month, however, was that made by Mr. H. J. Ribble, who succeeded in topping Mr. Kohlman for second place by a very narrow margin. Mr. Kohlman has been working steadily right along, and he will prove a big factor when the final figuring comes off, At present he rests easily in third position, as though gathering strength for the finish. One of the surprises of July was the fine advance made by Mr. Alex Tait. As we expected Mr. Tait got in a goodly batch during July, and though it will keep him hustling from now until the last day of the contest to win the money, a Popular Voting Contest is just as uncertain as a Marathon foot race for results. Mr. Cahill is just in the same old position he occupied a month ago.

We would remind all members of the trade, as well as the candidates, that the Contest closes on August 31st. All letters containing subscriptions for contest must bear postmark before midnight of that date, for if postmarked after that they will not count in the competition.

Now for the last time we would urge all candidates to do their best work this month. A difference of one subscription may win our One Hundred Dollars in Gold, so that it will pay each contestant to see that he overlooks no member of the trade who has not already subscribed. The Contest closes at midnight of August 31st.

Our Popular Voting Contest

The Contestants and their standing

	NAME	COMPANY	REMARKS
1.	Wm. Bourke	Parlin & Orendorff Canadian Plow Co.	Fair Lead
2.	H. J. Ribble	Ontario Wind Engine and Pump Co.	Biggest gain in month.
3.	H. H. Kohlman	John Deere Plow Co.	A close third
4.	Alexander Tait	Massey-Harris Co.	Advanced.
5.	Ed. Cahill	Wm. Gray & Sons Co.	No progress.

"The Romance of the Reaper."

Few books have created greater discussion among members of the implement trade on this continent than has Herbert N. Casson's "Romance of the Reaper." This story originally appeared serially in four chapters in Everybody's Magazine, but with the addition of another chapter it has been issued in book form by Doubleday, Page & Co., of New York, N. Y., price $1.25. In brief it is a history of the modern binder, and tells of the early struggles of those interested in its development. It shows the causes that ultimately led up to the amalgamation of a number of these concerns, resulting in the birth of the International Harvester Co. Among harvester authorities on the other side of the line the book has come in for considerable criticism, while many have come forward in support of it. It is worth reading, the writer's style being forceful and attractive. If you would like to secure a copy write us, sending your remittance and we will see that the book reaches you O. K.

A Good and Quick Hearing for Travellers.

Not frequently but every once in a while one hears complaints of the manner in which some dealers meet travellers who call on them. Especially is this the case when the salesman represents a house whose goods the retailer is not handling, and who is anxious to get an order for his firm. However, it must not be inferred that such complaints are general but the fact that such are occasionally cropping up makes it necessary that the matter be brought to the attention of the retailers of agricultural implements and vehicles.

There is scarcely a man in the business today who will dispute the statement that courtesy is one of the prime requisites in the foundation of any successful enterprise. The man who engages in the business of selling, whether wholesale or retail, traveller or floor salesman, must realize that courtesy should be adopted as a business principle; so that from the standpoint of the dealer it is just as imperative to treat a traveller with courtesy and respect as it is to so treat a customer.

A frequent source of complaint is the delay travellers experience in getting an opportunity to discuss their business with the dealer. It may be they desire to catch a train back and make a double and thus save time, or it may be some other reason compels them to try and get through as speedily as possible. Travellers are busy men and it is their aim to cover as much territory as possible without loss of time. Very often they have their schedules of dates arranged before they leave their headquarters, and they try to follow out their itinerary without change or delay. Because of this they like to have dealers give them an opportunity to present their case and get a decision.

Some exception is taken to the fact that many dealers have no small private office in which they can discuss their affairs with customers and travellers. Unquestionably this is an important essential in every well-appointed implement warehouse. It is desirable to have a nice large office in which several can gather at a time, but it is wisdom on the part of a dealer to have a little private office in which he can discuss his special affairs in privacy without fear of interruption or of being overheard by listening ears.

When a traveller comes in with his grips make an effort to see him right away. If you are busy with a customer, however, close with your customer. Travellers know better than most men that it is poor business to give a buyer an opportunity to get away and most of them are intelligent enough not to break in when a dealer is on the point of closing a sale. But if you have not the prospect of a sale when the traveller comes, take the traveller into your private sanctum and give him his opportunity.

A good quick hearing will do much for a dealer with the "knights of the grip," and their friendship and respect is worth a whole lot many a time.

Willie: "Papa, if I was twins would you buy the other boy a banana, too?"

Papa: "Certainly, my son."

Willie: "Well, papa, you surely ain't going to cheat me out of another banana just 'cause I'm all in one piece?"

Personals

Mr. Jos. Kerr of Belmont, Man., spent a few days in Brandon during the fair.

McBride & Shouldice recently took over the implement business of J. C. Madill at Maymount, Sask.

Mr. John McDougall recently purchased the business of Mr. J. R. Cornwell, at Carberry, Man.

Marquette, Man., has a new dealer in the person of Mr. Jos. Kirton.

Mr. E. Rooney has opened up an implement business at Estevan, Sask.

Turner Bros. is the name of a new agricultural implement and vehicle concern at Tugashe, Sask.

Futman & Hilton have started an implement establishment at Waldron, Sask.

W. T. Smith, dealer at Quill Lake, Sask., sold out a short time ago to Mr. J. Birst.

Mihn & Dundas, well-known general store keepers and dealers at Francis, Sask., have been succeeded by G. H. Clare.

P. Crear & Co. recently took over the implement and vehicle business of Partridge & Gilroy, at Govan, Sask.

Mr. J. E. Ruby, western manager of the Frost & Wood Co., was a visitor to Brandon during the time of the fair.

Mr. E. A. Mott, western manager of the Cockshutt Plow Co., recently visited a number of Manitoba points in the interests of his company.

It has been reported that Mr. E. Meadows, who has been engaged in the implement and vehicle business at Regina, Sask., for a long time, recently retired.

Mr. John A. McKillop, of A. McKillop & Sons, manufacturers of wagons at West Lorne, Ont., was in the city recently, making a call on the trade generally.

Mr. F. Waller, of the Sylvester Mfg. Co., of Lindsay, Ont., passed through Winnipeg a short time ago on a visit to the Western branch of his company at Brandon.

The Ontario Wind Engine and Pump Co., a short time ago shipped two of their "Little Giant" fire engines, one to the town of Carnduff and the other to Alameda.

The Wetaskiwin Farm Implement Co. of Wetaskiwin, Alta., recently sold out, but it is understood that the new owners will continue the business under the old firm name.

Mr. Ed. Strachan, Manager of the John Watson Mfg. Co. here, recently returned from an extended trip through the West. Ed. was well pleased with the crop outlook, which, to his mind, presages a successful season from a collections standpoint.

Our readers will regret to know that Mr. Robert Connell, formerly manager of the Neepawa Stacker Co. of Neepawa, Man., is still very ill, a condition in which he has been for the past eighteen months or so.

Mr. David Shirriff, Manager of the Cockshutt Plow Co., Brandon,

was in town recently on business. Needless to say he took in the Brandon–Winnipeg ball game when here, and saw his favorites trimmed to a finish. Like a good sport he admitted Winnipeg delivered the best ball article on that occasion.

Mr. Hugh Lockhart, of Lockhart & McIntosh, Rapid City, Man., was in town on business a short time ago. He reported fine prospects for business and an excellent trade outlook.

Mr. O. S. Chapin, of O. S. Chapin & Co., of Calgary, was down for several days during the Fair. We regret Mr. Chapin overlooked our address and hope that he will make a note right now to visit us next time he is in town.

The following experts from the Gasoline Engine Department of the International Harvester Co., at Milwaukee, Wis, were in attendance at the motor tractor competition here: John Stewart, Ed. Johnson and J. F. Martin.

Mr. G. K. Wedlake, Mechanical Superintendent of the Cockshutt Plow Co., at Brantford, Ont., was through the West recently getting a line on conditions, etc. He was very well pleased with the excellent outlook for a successful crop.

Mr. T.H. Knox, Secretary-Treasurer of the Dominion Wrought Iron Wheel Co., of Orillla, Ont., visited Winnipeg, during the past month, for the purpose of calling on Tudhope, Anderson & Co., who handle his firm's line of goods in this territory.

Mr. John Sanderson, President of the Adams Wagon Co. of Brantford, Ont., returned home about the middle of July, after having spent about thirty days investigating conditions throughout this territory.

Mr. H. H. Kohlman, of the John Deere Plow Co., Regina, was in town during the fair. Mr. Kohlman is well pleased with the crop outlook in his territory, and is confident that business will be good, both for fall and spring trade.

Mr. E. Ellwood, one of the joint managers of the Empire Cream Separator Co. here, recently visited Minneapolis, Minn., for the purpose of meeting Mr. E. T. Bell, Sales Manager for the Empire Cream Separator Co., at Bloomfield, N.J.

Mr. S. H. Chapman, President of the Wind Engine and Pump Co., Toronto, accompanied by his wife and daughter, visited Winnipeg for a number of days during July. While here they were the guests of Mr. J. M. Reid, Western Manager of the company.

Mr. C. R. Foley, of Winram, Foley & Burrows, Killarney, Man., took in the Winnipeg Industrial, and incidentally called on many members of the wholesale trade. Somehow or other he overlooked us and this we much regret. Moreover we hope it won't happen again.

Mr. J. W. Fleury, President of J. Fleury's Sons, Aurora, Ont., was in town during the past month, visiting the John Deere Plow Co. Mr. Fleury is looking forward to a good crop in the West this year, and subsequently to a satisfactory collections period.

Mr. W. L. M. Taylor, General Traveller for the Parlin & Orendorff Co. of Canton, Ill., was in the city during fair week visiting their branch here. He returned home about the latter end of July.

Mr. A. C. McRae recently went East on a trip. While away he expected to visit Mount Forest, Toronto, Ottawa, and possibly a number of other points, and thought he would be back about the first of August.

Mr. J. C. Bevan, General Traveller for the Stickney Gasoline Engine Co. of St. Paul, Minn., was in the city giving the Ontario Wind Engine & Pump Co. the benefit of his experience in connection with their exhibit at the Winnipeg Industrial.

Mr. J. B. Pinkerton, of the travelling staff of the Cockshutt Plow Co., covering the Dauphin territory, recently left for the East on a visit to his home at Elgin, Ont. He reported bright prospects in his district, but stated rain about the first of August would have insured a larger yield.

Mr. A. Larson, Manager of the implement business of R. J. McConnell & Co of Carman, was a visitor to the city during the Industrial. He spoke optimistically of crop and business prospects, and was feeling very well satisfied with sales during the past few months.

Mr. E. A. Mott, Western Manager of the Cockshutt Plow Co., recently left with his family to spend a brief vacation at the Detroit Lakes in Minnesota. On his return home Mr. Mott will spend a few days here and then go East to the factory where he will be for three or four weeks.

Mr. J. P. McKibbin, of Cartwright, Man., President of the Manitoba Retail Implement Dealers' Association, was in the city for the gathering of retail men. Mr. McKibbin reports splendid progress in organization, and grows more enthusiastic as time goes on. He is looking for a big crowd at the Convention during next Bonspiel week.

Mr. William Bourke, one of the road staff of the Parlin & Orendorff Canadian Plow Co., was home for a few days a short time ago after having made a trip west in the interests of his firm. Mr. Bourke is making a splendid fight for top place in our popular voting competition.

Mr. Geo. Wedlake, Assistant Manager of the Cockshutt Plow Co., was in the West for several weeks since our last issue. Mr. Wedlake visited Regina and Calgary, and stated that the fall wheat crop in Alberta was in fine shape, almost ready for cutting, and giving every promise of a bumper yield.

Mr. W. H. Shapley, of Goold, Shapley & Muir, windmill and pump manufacturers, of Brantford, Ont., who are represented in this territory by the Cockshutt Plow Co., recently made a tour through the West looking over conditions and getting a line on future prospects. He went west as far as Regina and Calgary and thoroughly enjoyed himself.

Messrs A. B. and Hugh Tudhope, of the Tudhope Carriage Co., Orillia, Ont., was in the West during the past month, visiting their Western representatives, Tudhope, Anderson & Co. Both gentlemen were very well pleased with prospects, and returned home hopeful of a bumper crop.

Mr. W. L. Clarke, Sales Manager for the Moline Wagon Co., of Moline, Ill., was in the city recently for a day on his way back to the factory from a trip to California. He was making the return journey by way of Vancouver, Calgary, Regina, Winnipeg, and Minneapolis, While in town he called on the John Deere Plow Co., who handle his firm's product in this country.

Mr. H. W. Hutchinson, General Manager of the John Deere Plow Co., went East for a few weeks about the middle of July. While away it was his intention to take in the Ter-Centenary celebrations at Quebec. He will return home by way of Brockville, Toronto, Markham, Aurora (all Ontario), Detroit, Chicago, Moline, Minneapolis, and other points.

Mr. W. A. Cavanaugh, of the Mechanical Department of the International Harvester Co. at Chicago, was in Winnipeg during the time of the motor tractor competition at the Industrial. He was well pleased with the work of the engines entered by his company. Prior to going South he visited a number of Western points.

The United States Department of Agriculture sent Mr. L. W. Ellis up from Washington, D. C., to represent them at the motor tractor trials at the exhibition. He followed the contest very closely and went home with much valuable information for his government respecting the merits of the light motor tractor for farm work.

Mr. C. A. Paul of the Havana Metal Wheel Co. of Havana, Ill., was up to Winnipeg about exhibition time. While here he called on the John Deere Plow Co., who handle his firm's product in Western Canada. Mr. Paul was quite optimistic regarding future business, and stated that things were rapidly improving in the South.

Mr. Archie G. Watson, Secretary-Treasurer of the John Watson Mfg. Co., of Ayr, Ont., is at present in the city on a visit to the branch which he managed for so long. Archie is looking fine and seems to be enjoying life down in the "effete East." He thoroughly enjoys his visit and stated that he was exceedingly pleased with the outlook, both as respects the crop and business.

Mr. F. Sylvester, President of the Sylvester Mfg. Co. of Lindsay, Ont., was here with the exhibit of his firm at the exhibition. During the progress of the show he went up to Brandon to call on his branch there, and incidentally to take in the fair. Mr. Sylvester was well pleased with business prospects, and is very optimistic concerning the future sale of his company's autothresher.

Messrs. Glennie & Rogers, implement dealers at Macdonald, Man., were visiting the city during the Industrial. They said things were looking fine in their district, and that rain came just when it was most required. Speaking of trade prospects both gentlemen are very optimistic, and feel assured that there will be a large business done in harvest lines.

Another visitor whom it was a pleasure to meet was Mr. D. Sutherland, of Foxwarren, Man. He was in for several days and attended the session of the retail implement dealers, with whom he is in hearty sympathy. Crop conditions in his district were very satisfactory, and he felt confident of a bumper yield, especially as rain came at the opportune moment to assure such a result.

Mr. M. Rumely, President of the M. Rumely Co., of La Porte, Ind., visited Winnipeg at the time of the Fair. While here he had the pleasure of discussing trade conditions and prospects in Western Canada with many men from all over the territory, He is gratified with the results secured by his firm since they came into the field a few months ago.

Unquestionably the gentleman who came the longest distance to witness the light agricultural motor competition at the Winnipeg Iudustrial was Mr. F. Oswald Moule, who was here representing Ransome, Simms & Jeffries, of Ipswich, Eng., one of the largest makers of agricultural machinery in Great Britain. He was thoroughly satisfied with the test, which he characterized as "splendidly conducted." It was his first visit to Canada, and while in the West he took a run through this territory before returning home.

Mr. Arthur W. White, of the firm of Geo. White & Sons, threshing machinery manufacturers at London, Ont., was in Winnipeg in charge of their display at the big show. This was his first visit here in thirteen years, and he expressed great surprise at the marvellous progress in development that has taken place during that time. He reported good business, and was well satisfied with the results of his trip.

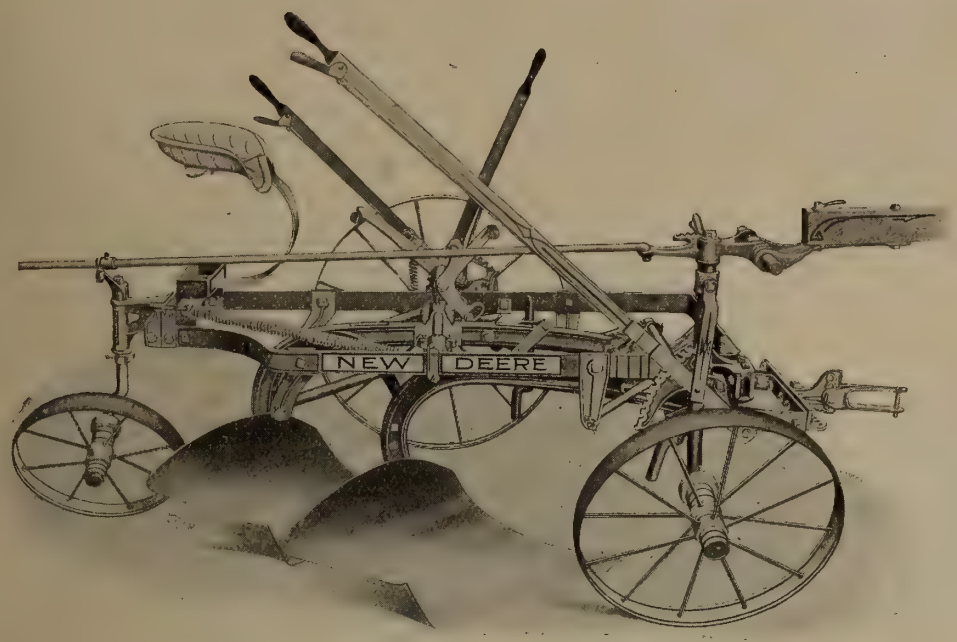
Another vehicle man from the East, and one who is entitled to be classed with the wise ones, visited Winnipeg a few days after the fair. This was Mr. A. B. Greer, of London, Ont., who was calling on the John Stevens Co., who handle his line of funeral cars, carriages, buggies and cutters in this territory. Mr. Greer is quite optimistic respecting the revival of trade, and stated that a satisfactory crop would make business boom again.

Mr. P. W. L. Briar of the Stewart Nelson Co. is just back from a visit

(*Personals continued on page 18, 3rd col.*)

The NEW DEERE GANG SULKY PLOWS

Equipped with Breaker Bottoms when desired.



New Deere Gangs and Sulkies are the highest development of the plow making art, equipped with every appliance for the comfort and convenience of the operator, including foot-lift and lever for "landing" the plow without shifting the pole on the pole plate.

JOHN DEERE PLOWS have a world-wide reputation, which can only be obtained in one way—by building the **best**. They have received first prize at every national or international exposition since 1876.

If you are convinced that the **best** business can only be built by selling the **best** goods—then we wish you would write for our catalogue and terms.

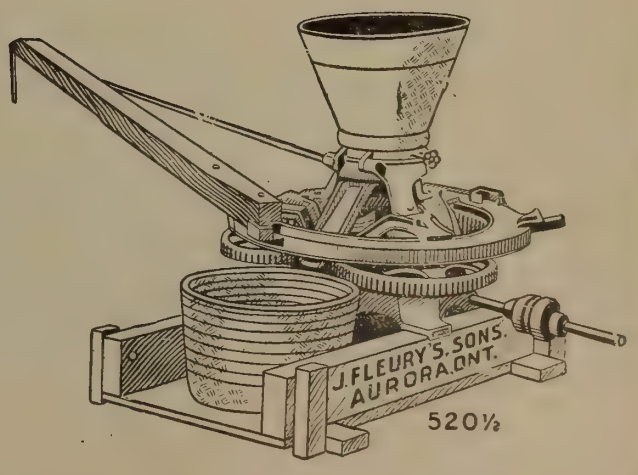
We are sales agents in Western Canada for the Famous

"RAPID-EASY" and "GOOD LUCK" GRINDERS

These Grinders will do more and better work than any other grinders of corresponding sizes.

Fleury's is the most complete line of grinders made in Canada both for home and custom work.

Ask for our Grinder Catalogue.



John Deere Plow Company Ltd.

WINNIPEG Regina Calgary Edmonton

Table showing Results of Light Agricultural Motor Competition

at Winnipeg Industrial Exhibition, 1908.

Competitor's Number	DESCRIPTION. MAKER	Size of Cylinder: Number	Size of Cylinder: Diameter	Size of Cylinder: Stroke	Horse Power	WEIGHT—LBS: Motor	WEIGHT—LBS: Load	WEIGHT—LBS: Total	SUPPLIES: Gasoline Pints: Start	SUPPLIES: Gasoline Pints: Used	SUPPLIES: Water Pints: Start	SUPPLIES: Water Pints: Used	HAULING: Length of Course	HAULING: No. of Rounds	HAULING: Total distance run—Feet	HAULING: Time—Minutes	HAULING: 1000 Ft. Lbs.: Load	HAULING: 1000 Ft. Lbs.: Total with Motor	HAULING: 1000 Ft. Lbs. Per Pint: Load	HAULING: 1000 Ft. Lbs. Per Pint: Total	HAULING: Water Gallons: Taken	HAULING: Water Gallons: Used	PLOWING: No. of Furrows	PLOWING: Duration of test—Min.	PLOWING: Acres plowed	PLOWING: Gasoline used—Pints	PLOWING: PERFORMANCE: Pints per Acre	PLOWING: PERFORMANCE: Minutes per Acre	PLOWING: PERFORMANCE: Points gained of Possible 155
4	International Harvester Co. ..	1	9	15	20	11520	9150	20670	176	55	260	224	2999 Feet	11	32989	121	320988.7	701022	5836.1	12746	32.5	28	3	118	2.042	50	24.4	57.8	101.5
7	Transit Thresher Co.	4	6	8	35	13350	18040	31390	316	64	896	0		5	14995	124	279897.9	430081	4373.4	7501	112	0	6	118	2.957	64	21.6	39.9	103.3
2	I. H. C	1	8	14	15	9920	9 50	19070	172	31.5	260	128		10	29990	116	274408.5	571909	8711.3	18155	32.5	16	3	121	1.795	33	18.4	67.3	117
8	Kinnard-Haines Co.	4	6½	7	30	13530	18040	31570	193	75.5	1312	48		9	26991	120	486917.6	852106	6449.2	11286	164	6	6	121	3.246	65	20	37.3	117.6
5	Marshall Sons & Co., Ltd. ...	2	6½	7	30	10680	9790	20470	162	58	560	144		11	32989	121	322962.3	675285	5568.3	11043	70	18	3	119	1.473	56	38	80.7	108.3
3	I H. C.	3	7	9	40	12910	9150	22060	240	53.5	352	256		11	32989	116	301849.3	425888	5642	7965	44	32	5	1:0	2.847	59	20.7	42.1	107.7
6	Universal	4	6	6	20	6900	9540	16440	164	....	400	....		Withdrawn owing to breakage					.....	.....	....	..	..	..	...	.....	..	....	....	.....

The Motor Tractor Competition a Big Success.

No feature of the Winnipeg Industrial Exhibition merited or received greater attention this year than the competition for light agricultural motors. Not only were there large numbers of dealers and farmers present from all over the west to watch the trials, which were international in character, but machinery experts from many Old and New World factories and a representative from the United States Department of Agriculture were also in attendance.

Seven machines were entered in the competition, as follows: a 35 h. p. engine by the Transit Thresher Co., of Minneapolis, Minn.; a 30 h. p. engine by Kinnard-Haines Co., of Minneapolis, Minn.; a 30 h. p. tractor by Marshall Sons & Co., of Gainsborough, England; a 20 h. p. engine by the Universal Motor Co., of Regina, Sask.; and three engines, a 15 h. p., a 20 h. p. and a 40 h. p. by the International Harvester Co., of Winnipeg. All motors weighed under the limit of 14,000 pounds.

The first test consisted in hauling wagons, loaded with sand and gravel, round a course 2,999 feet in length. Twice on the round the engines had to cross a strip of sandy gravel, and this was the biggest obstacle in the course, resulting in a considerable reduction of the load that might have been negotiated by the different tractors. It was the original intention of the manangement to give each engine a run of three hours in the different tests, but owing to wet weather causing a lack of time, it was decided to reduce the tests to two hours each. The table of results published on this page gives the different weights hauled, the amount of gasoline and water consumed, the number of rounds made with the number of actual feet covered, and the time occupied by each engine. From this table a dealer can get the best idea of results.

While great interest was displayed in the haulage test, it was keener when the plowing trials were called. The plows used were all made by the Cockshutt Plow Co. They were of the engine gang type, having 14 in. bottoms. The tests took place on a piece of land about half a mile distant from the exhibition quarters, the officials issuing "pass out" checks to all desirous of witnessing them. The rain of the previous day rendered the ground in splendid shape for breaking, while a dynamo meter test showed the draft per 14 in. furrow to be between 600 and 700 pounds.

The 20 h. p. International engine was the first to get into the game, ripping up the sod with a three furrow plow in fine style. In two minutes less than two hours this engine plowed a little better than two acres, using 24.4 pints of gasoline per acre.

The 15 h. p. International was the next in line. It was hitched to a single three furrow gang, and made an exceptionally fine run. In 121 minutes it plowed a little better than an acre and three quarters, using only 33 pints of gasoline for the entire time, or 18.4 pints per acre.

The Transit Thresher Co., with their big 35 h. p., eight-foot wheeled engine followed, and the operator of this machine gave a fine exhibition of straight, even plowing. In a long run with fewer turnings this engine would have had a better chance, their patent steering appliance causing them some loss on the corners. Despite this, however, they succeeded in covering almost three acres with their two three-furrow gangs, at a consumption of 21.6 pints of gasoline per acre.

The Marshall Sons & Co., engine then took up the test. This 30 h. p. motor coupled up to a single three-furrow gang, and gave a fine exhibition of workmanship. It is contended by some that both this engine and the International 20 h. p. motor would have shown better results had they been pulling four furrow sod turners. The Marshall engine, which can use either gasoline or kerosene for fuel, without making any change in the mechanism, used the latter in the plowing test. It plowed almost an acre and a half in a minute less than two hours, showing a fuel consumption of 38 pints of kerosene per acre.

Then the 40 h. p. International came on the scene, coupling up to two three-furrow gangs, with one plow removed, making five 14 in. bottoms. This engine, simply an experimental one, plowed up 2.84 acres in the even two hours, using fuel at the rate of 20.7 pints per acre.

The last to tackle the test was the 30 h. p. motor of the Kinnard-Haines Co., of Minneapolis, Minn. It took on two three-furrow gangs and with the exception of one solitary minute ran the two hours test without a single stop. In 121 minutes, one minute over the time of the test, it plowed 3.24 acres, or at the rate of 16.2 acres per 10 hours, using 20 pints of gasoline per acre. Throughout one man handled this engine with the greatest ease, and it did splendid work.

(*Continued 1st col. page 18*)

The Flour City WINS the Gold Medal

in International Agricultural Motor Competition at Winnipeg Industrial Exhibition

In open competition with the world the Flour City Gasoline Plowing and General Farm Engine demonstrates its superiority

The Gold Medal Winner

Kinnard-Haines 30 h.p. Engine hauling 18,040 pounds in the Test.

The Gold Medal Winner

An engine built on lines thoroughly tried and tested, best adapted to resist the strain and constant wear incident to plowing, hauling heavy loads, threshing, etc.

Other manufacturers have been making broad claims as to the amount of acreage they could plow and the economy of performances they could show, but when it came to a competitive show-down, the **FLOUR CITY** was the engine that delivered the goods.

We do not claim for the Flour City Gasoline Plowing Engine that it is possible to tear up the whole earth at one round, but we do claim that it is capable of plowing more land at a less price per acre than any other gasoline engine on the market at the present time, and that it is capable of plowing and breaking much more economically than by steam.

It has been thoroughly demonstrated that the large drive wheels are of great advantage under all conditions. It has also been thoroughly demonstrated that the four-cylinder engine of proper design and construction will furnish the steadiest power and do a given amount of work, at less expense, than any other form of gasoline engine constructed.

The contest at **WINNIPEG INDUSTRIAL EXHIBITION** proved the **FLOUR CITY** used much less water than any other gasoline engine in the competition.

The Gold Medal Winner

Kinnard-Haines 30 h.p. Engine hauling two 3-Furrow Gangs in Test.

The Gold Medal Winner

For Prices and Terms write

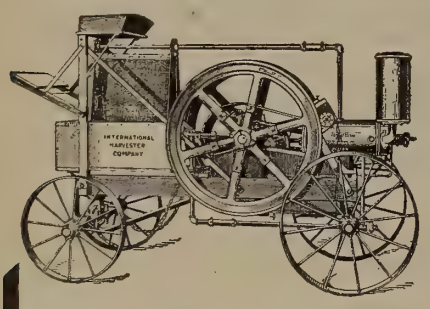
Kinnard-Haines Company Minneapolis, Minn.

At the finish of the Plowing Test in the Light Agricultural Motor Competition at the Winnipeg Industrial, 1908.

After the tests the judges, Messrs. William Cross of the Canadian Pacific Railway, and A. R. Greig, of the Manitoba Agricultural College, got down to cases. The score card upon which the final decision was based, called for a possible total of 155 points, divided as follows :—

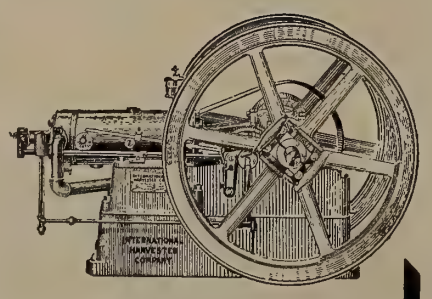
Gasoline consumed	20	points.
Haulage per H. P.	15	"
Distance run without replenishing gasoline	5	"
Distance run without replenishing water	5	"
Turning facilities	10	"
Protection from mud and dust	5	"
Accessibility	10	"
Speeds	10	"
Manipulation	10	"
Clearance of parts from ground	10	"
Steadiness of running	10	"
Acres plowed per unit of gasoline	20	"
Acres plowed per minute	15	"
Price F.O.B. Winnipeg, per lb. of weight	10	"
Total	155	points.

After mnch close figuring the winners were declared as follows: 1st prize Gold Medal, Kinnard-Haines Company, Minneapolis, with 117.6 points. 2nd prize Silver Medal, International Harvester Company, 15 h. p. with 117 points. 3rd prize Bronze Medal, Marshall Sons & Co. Gainsborough, England, with 108.3 points. The other competitors ranked in the following order: International Harvester Co., 40 h. p.; Transit Thresher Co.; and the International Harvester Co, 20 h. p. It was regrettable that the Universal Motor Co., were compelled to withdraw their engine owing to an accident in the haulage test. Mr. A. Burness Greig was Engineer-in-Charge of the test, having his appointment from the exhibition management.



Have Confidence in the Goods you handle.

THE success of your business depends on the confidence you and your customers have in the goods you handle. Confidence is a wonderful factor. It arouses enthusiasm, and when you become enthusiastic you are going to make things move.



Every dealer now handling I. H. C. gasoline engines is making things hum This engine is giving such excellent satisfaction that nothing but words of praise are heard when the working qualities of this power are discussed.

The manufacturers have confidence in it, so have the dealers and farmers who have tested it. It has never betrayed their confidence. No wonder they are enthusiastic. It runs the threshing machine, feed grinder, saw mill, pump, and anything that can be operated by a mechanical power. It runs them without the constant attention required by other powers. It consumes so little fuel compared to the work it does that, when you see it work, you just have to fall in line with the other enthusiasts.

It is a winner no matter from what standpoint you look at it. It is just what you need to put ginger into your business.

I. H. C. gasoline engines are made in the following styles and sizes:

Vertical 2 and 3-horse power
Horizontal (Stationary and Portable) 4, 6, 8, 10, 12, 15 and 20-horse power.
Traction 10, 12, 15 and 21 horse power.
1-horse power air cooled
Sawing, spraying, pumping outfits and jacks.

In this list will be found a power suitable for every farm requirement.
See blockman to-day or write nearest branch house for full particulars on the engine, and also for terms and territory.

WESTERN CANADIAN BRANCH HOUSES:
CALGARY, ALTA. WINNIPEG, MAN. REGINA, SASK.

International Harvester Company of America
(INCORPORATED)
CHICAGO, U.S.A.

Personals

(*Continued from page 14*)

to Toronto, and other points in the East. He also visited Madison, Wis., the home of the Fuller & Johnson Co., whose line of Eclipse plows his company handle in the West. Mr. Briar reported that improved conditions of trade were further advanced in the south than in this country. Money is freer, and business is increasing very rapidly. Eastern manufacturers are looking for a good crop in the West this year, and subsequently a fine collections season.

Mr. J. A. Morcombe, of Cypress River, Man., seldom misses an opportunity to get into the city for the purpose of calling on the jobbers and manufacturers. He took advantage of Fair rates and while here gave us a call. He spoke very favorably of the crop in his district and stated that the heavy rains of July 15th and 16th were exceedingly beneficial. Business in fall lines gave promise of being large, and he is looking forward to a fine collections season.

Mr. A. J. Street, who for several years was sales manager of the Parlin & Orendorff Co., of Canton, Ill., and who made several trips into Western Canada during that time, recently resigned and purchased an interest in the Peru Plow & Wheel Co. of Peru, Ill. Mr. W. C. Sanders, who has been connected with the P. & O. people for a long time, has been appointed to the position made vacant by Mr. Street's retirement.

Mr. John Harold, President and General Manager of the Paris Plow Co., Paris, Ont., was in the city visiting his company's Western branch during the past month. He was accompanied by Mr. J. R. Todd, Vice President of the Kemp and Burgess Mfg. Co., of Syracuse, N.Y. The latter concern manufacture the well-known Success manure spreaders, for which the Paris Plow Co. control the patents in this country. This was Mr. Todd's initial visit to the West, and he was agreeably surprised at the great development that is going on here. He came with one idea of the country and returned with a totally different impression.

Mr. H. E. Brasier, Accountant of the American Abell E. & T. Co., Toronto, was in Winnipeg during fair week, and subsequently made a trip through this territory before returning home. As it was his first visit to the country it is needless to enlarge upon his surprise at the size of the Gateway City, or how wonderfully impressed he was with the possibilities for trade in all lines throughout this field. He reported a very pleasant trip, and seemed to be enjoying himself.

Mr. J. McLeod, another prominent implement dealer of Grenfell, Sask., visited the city in charge of Acoose, the Indian who has been unbeaten in a five mile race. Mr. McLeod is President of the Grenfell Athletic Club, and is largely responsible for the Indian's discovery. He thought that the officials who arranged the three mile sealed handicap at Winnipeg gave the aborigine a very raw deal, and it looked like it. However, he proved too good a man for them in the five mile event, winning with ease. Naturally, Mac. was tickled.

Mr. S. S. Bean, Manager of the American Seeding-Machine Co., is just home from a couple of weeks trip to Springfield, O., the home of the Superior Drill Co. After spending a few days there he visited Richmond, Ind., now the home of the Kentucky as well as the Hoosier Drill. Mr. Bean says this new and enlarged factory is one of the finest on the continent, and that it will give the makers better opportunities for turning out goods of the highest quality than they have had in the past. He is looking forward to a big trade in drills during the approaching season, and is making preparations for going after the business harder than ever.

Mr. Fred S. Darling, Manager of Jobbing Sales for the Omega Separator Co., of Lansing, Mich., and whose headquarters are at Minneapolis, Minn., was in the city for a couple of days during the past month. As usual Mr. Darling was enthusiastic about the sale of his separator on his side of the line, and he is looking forward to the time when his company will have a large and profitable trade in Canada. He reported good crop prospects in the north-western states, and was glad to hear of the outlook in our territory. Mr. Darling was accompanied on his trip by Mr. G. Mulholland, of the Great Northern Implement Co., of Minneapolis, who was making his first visit to the Dominion.

Another fine old veteran of the implement trade who visited Winnipeg during the Industrial was Mr.

A. E. Cameron, of Cameron and Duncan, Melita, Man. Mr. Duncan stated that the crop in the country surrounding Melita was looking fine, and that the rain of middle July assured a good big yield. He said that he could not complain of business during the past spring, and is very confident of a good demand for harvesting machinery and other fall lines. While in town he attended the meeting of the Manitoba Retail Implement Dealers' Association, of which he is a director.

Mr. C. W. Hart, of the Hart-Parr Co., Charles City, Iowa, was in the city attending the Industrial. While here he also visited Portage, where his company's western branch house is located. Mr. Hart stated that the demand for their gasoline engine for plowing and threshing was increasing rapidly, and that the output of their factory was fifty per cent. greater than last year. He was very well pleased with prospects in Western Canada, but regretted the fact that the officials of the motor tractor competition at the Industrial saw fit to debar his company's engine owing to over-weight. He hoped that were a similar contest conducted next year that the weight limit would be raised.

Mr. J. McDonald, a well-known dealer of Grenfell, Sask., found it convenient to be in the city during the exhibition, during which time he called on many members of the local trade. Discussing the outlook in the Grenfell district Mr. McDonald stated that there was every prospect of a large crop, and already business was beginning to pick up in anticipation of it. In speaking of the trade possibilities Mr. McDonald said: "There will be a big demand for harvesting machinery, but farmers will not buy until they actually have to get the goods. Prospects are fine." He was very much interested in the wonderful long distance Indian runner, Acoose, who has been discovered by Grenfell, and who won the Manitoba five mile championship here with lots to spare.

Mr. J. Kaufmann, General Manager of E. M. Kramer & Co., of Paxton, Ill., manufacturers of the Kramer rotary disc harrow for plow attachment, was here attending the big show. When we saw him he spoke very favorably of the results secured while he was here. It is his company's intention to go after business in this territory, and with that end in view he made a trip through the West, touching at such points as Regina, Calgary, Edmonton, Saskatoon and Brandon. Speaking of the situation Mr. Kaufmann said: "The Canadian dealers and farmers are certainly not slow to realize the advantages of a good thing. We sold over $1,000 worth of machines to the trade during the week of your exhibition. This has greatly encouraged us and we will get after the business harder than ever." He was accompanied on his trip by Mr. J. E. Kramer.

Mr. William Winram, Secretary-Treasurer of the Manitoba Retail

The 22 H.P. Gasoline Tractor of the Hart-Parr Co., barred from the motor trials at the Industrial owing to being over weight limit, gave demonstrations of breaking, using Cockshutt Plow.

Implement Dealers' Association, and one of the firm of Winram & Clark, well-known dealers at Manitou, Man., was in town to the meeting of retail men on July 15th. Discussing the work of the association Mr. Winram said: "Our whole energies are concentrated at the present time on organization. In order to make this body a success it must be perfectly organized. The very best dealers of the country are coming in, which is the best indication of the growing interest on the part of the trade. We hope to have a very large crowd at our Convention to be held in your city during Bonspiel Week, and are going to take steps to see that this gathering is given wide publicity throughout the Province. Work of organization will be pushed vigorously from now on. We are well satisfied with the progress made to this date"

A visitor whom we had great pleasure in entertaining during the latter part of July was Mr. Stanley Crabb, Sales Manager for B. F. Avery & Sons, plow and planter manufacturers, of Louisville, Ky. This was his first visit into Western Canada and he was agreeably surprised at the size and fine appearance of Winnipeg. Mr. Crabb was making a tour of this territory in order to get a line on conditions and the prospects and the possibilities for trade, though he would give us no definite assurance that his company would ever make an effort to get business here. Leaving Winnipeg, Mr. Crabb visited Indian Head, Regina, Calgary, Edmonton, Vancouver and Victoria, and from there went south into California. For a number of years Mr. Crabb was manager of the Dallas, Texas, house of his company, and later left the Avery people to become associated with Deere & Co., opening their branch house at Baltimore, Md., about two years ago. Last Christmas he received an offer to return to his former company, which he accepted. His wide knowledge of the implement trade, combined with his pleasing personality and great fund of anecdotes of Southern life, made him a delighful companion and we thoroughly enjoyed the hours he spent with us.

Mr. John Bugee Resigns.

The entire trade of Western Canada will regret to learn that Mr. John Bugee has resigned his position as Western Manager for the Canadian Moline Plow Co. It is now almost nine years since Mr. Bugee made his first acquaintance with the trade of this territory, having come here in 1900 as a traveller for the Minnesota Moline Plow Co. On the 1st of July of that year he opened a branch house for the company under the name of the Canadian Moline Plow Co., which he managed until February 15th of 1904, when he went South to become manager of Missouri Moline Plow Co., at St. Louis, Mo. On April 1st. 1906, he returned as Manager of the company's Canadian house, which post he has held until the present. On our own behalf, and for the trade generally, we wish him every success in whatever he may engage.

With the resignation of Mr. Bugee has come the announcement of the appointment of Mr. O. H. Berkey as Western Manager for the Canadian Moline Plow Co. Mr. Berkey has been connected with the Minnesota Moline Plow Co., at Minneapolis, Minn., for the last five or six years, occupying the position of assistant manager since about the first of January. He comes to this field with a wide experience in the implement business secured under conditions almost similar to those which govern here, and has a reputation for kindliness and geniality such as is common to all big men. We sincerely hope that he meets with every success, and feel confident that after a little experience he will be free to admit that the dealers of Western Canada are as fine a class of men as are to be found in any of the States of the neighboring republic.

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER
TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold.
Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY **FRAZER LUBRICATOR CO.**
FACTORIES: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

GRAND TRUNK RAILWAY SYSTEM

SUMMER TOURIST RATES

THIRTY DAY and **SEASON** tickets now on sale to points in

Eastern Canada
AND
New England States

choice of routes via St. Paul or Duluth, Chicago and **GRAND TRUNK RY.** or Port Arthur Northern Navigation Company, Sarnia and **GRAND TRUNK RY.**

STOP-OVER privileges allowed. **Free Side Trips to Niagara Falls** and **Ottawa** on certain tickets.

Agency for Ocean Steamship Lines and Cook's Tours

For full particulars apply to

A. E DUFF,
General Agent Passenger Dept.
260 Portage Ave. Winnipeg.

Phone 7098.

LLOYD'S
Handy Low-Down Suspension Spring Wagon Seat.

The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Order your wagons without seats and order your seats from us. By so doing you will make more money and give better satisfaction. Farmers will choose this seat in preference over any other every time.

Write for quotations at once to

Wawanesa Wagon Seat Co.,
WAWANESA, MAN.

ADAMS' WAGONS

Lead in Sales and Popularity.

ADAMS' STANDARD WAGON.

The **ADAMS'** reputation for reliable goods is a very valuable help to the dealer in making sales and in holding his trade. Every farmer knows the "Adams"—knows by his own experience, or that of neighbor's, that it is made of honest material and is durable and reliable.

ADAMS' WAGONS are made specially for us and are warranted by us.

We know from actual inspection during manufacture that nothing but the very best selected wood-stock, thoroughly seasoned, goes into their construction.

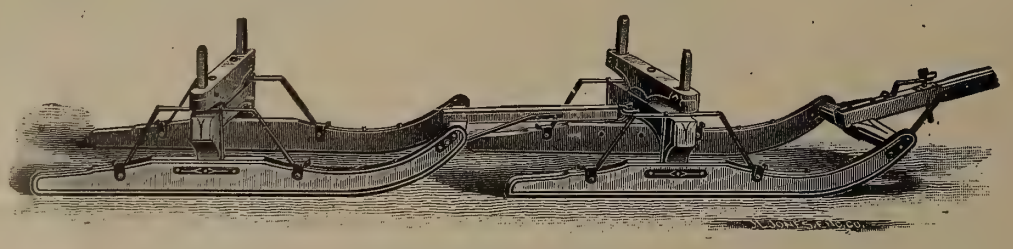
ADAMS' No. 50 TRUCK

The No. 50 Low Truck was built specially to fill a long felt want of the farmer for a Handy Low Wood-Wheeled Wagon with wide tires at a comparatively low price. Built in one size only: 3¼ in. by 10 in. Cast Arm, with White Oak wheels. 30 in. fronts and 36 in. Hinds. Tire 3 in. by ⅜ or 4 in. by ⅜ as desired. Bolsters 38 in. The Tongue is made in regular Wagon Style, and the Double Sway Bars on Front Gear holds the Bolster upright and Gear solid. The Wooden Stakes can be removed to allow a platform to be built out over wheels if required.

ADAMS' SPECIAL "No. 50" LOW TRUCK.

It is painted and finished same as our Standard Wagons—in first class shape.

ADAMS' FARM SLEIGHS



ADAMS' FARM SLEIGH.
2 inch and 2½ inch Oak Runners. Reinforced Front Bench. Spriug Steel or Cast Shoes.

Remember that all the Sleighs we handle are of the reliable "Adams" manufacture. There are lower-priced Sleighs of inferior quality obtainable, but we take greater pride in the quality of goods we furnish than to handle an inferior article in place of the **"high quality Adams" that our customers and your customers expect.**

Metal Wheel Farm Trucks.

We have a large stock of "Dandy," "Perfection" and "Harvest Queen" Metal Wheel Trucks and can ship promptly. Send for Prices and Descriptive Circular.

COCKSHUTT PLOW CO., LTD.

Winnipeg Regina Calgary Edmonton

Regina

This month has been marked by great heat alternated by heavy showers, which were usually followed by one or two days of cooler weather. On the whole the weather has been most suitable for the crop, the heavy showers which we had about the middle of the month did much good everywhere and in some districts were needed, especially for the stubble crops. The rain this year has been somewhat local. Here in Regina we seem to have had all the rain that could possibly be needed and it seemed to come whenever required, but in certain districts there were times when the farmers would have been glad of more rain. We have not escaped entirely without hail, but as far as can be learned, there have only been a few cases where serious damage resulted. This, no doubt, does not make it any easier for the individual loser, who certainly deserves the greatest sympathy when he sees the result of months of hard work all wiped out in a few minutes. There never was a year when there was such a marked difference between good and bad farming, and the man who cultivated his land well for this crop will certainly reap a rich reward. In spite of all that has been said and written about the crop this year, I do not consider that it will be a phenomenally heavy crop, while in some districts the stubble crop is certainly light. But, after all, a crop that will average from 20 to 25 bushels all round is, as a rule, a far more profitable crop to the farmer than any other. It does not run the same risk of being lodged by wind or rain, ripens quickly and avoids risk of frost, and is a much easier crop to cut and handle. Then again the price promises to be good, so that taking everything into consideration the crop of 1908 promises to be one of the most profitable to the farmer that has ever been harvested.

Already reports are coming in that farmers are cutting their wheat, but from what I have seen in this district I should imagine that where this is the case it will be found that it is on light land and the crop is a light one. In this district cutting will not be general before August 15th, but that is a very good date for starting operations.

Mr. W. H. Haggart, Sales Manager, Reeves & Co., from Columbus, Ohio, spent two days in the city this week.

The International Harvester Co. is adding to their already very commodious quarters by building an addition 96 x 108 ft. This is a metal building and will be used for storage purposes.

Mr. George Wedlake, Assistant Manager for the Cockshutt Plow Co., Brantford, and Mr. G. K. Wedlake, Mechanical Superintendent, were in the city August 1st, returning East after an extended tour in the West.

The implement dealers report good sales of wagons for use in the harvesting of the crop, but there are not very many binders going out yet. Farmers are putting off buying to the very last moment, and this sign of caution is surely one useful lesson that has been learnt by the disappointments of last year. Binder twine is said to be beginning to move rapidly. On the whole the dealers report general business as eminently satisfactory. There is no doubt that a year ago the stocks carried were in many instances too heavy. This season's business has cleaned up the old stocks, and everything is now in first-class shape.

Mr. W. H. Shapley, of the Goold, Shapley & Muir Co., windmill manufacturers, of Brantford, Ont., spent a couple of days in the city last week. Mr. Shapley is also Secretary of the Eureka Refrigerator Co., of Brantford. While here Mr. D. J. Taylor, Manager of the Cockshutt Plow Co., drove him out into the country and showed him some of our wheat fields. Mr. Shapley was delighted and astonished at what he saw. He said that he had heard much of this country in the East, but had no idea of its wonderful possibilities until he came and saw it for himself.

The Regina Exhibition.

The Regina Agricultural and Industrial Association held their annual exhibition July 21st–24th. This year the exhibition was made the Provincial Exhibition for the first time and the result thoroughly justified the selection of Regina as headquarters for the Provincial Fair. The city came forward handsomely and erected three new stables, making nine stables in all, in addition to the large auditorium which contains thirty-two loose boxes, but even this was not sufficient and the Association had to erect five temporary stables in order to accommodate all the stock. The classes were all well filled and the quality was excellent throughout.

Speaking from the point of view of the implement dealers we would like to see more encouragement given to manufacturers to exhibit all kinds of farm machinery. The manufacturers of farm implements have for some years now decided by mutual agreement not to make an exhibit at these shows, and there does not seem any prospect of their coming to any other decision. The engine and thresher companies, however, still make an exhibit and instead of charging them for space, which consists of a few feet of very rough prairie, and treating them as if they were fakirs who wanted to operate a pea and thimble game, every encouragement should be given them to make an attractive exhibit. The first object of an agricultural exhibition should be to instruct the farmer, and there is no occasion on which he can have such an opportunity of judging the work of the different classes of engines and separators, and comparing one with the other, as at the Fair. As it was we had an attractive machinery exhibit.

The following are some of the firms that made displays:

The International Harvester Co., showing gasoline engines and Belle City separators. This firm also exhibited an auto buggy.

Gaar, Scott & Co. had a complete steam threshing outfit.

The Sawyer & Massey Co. had a complete threshing outfit and small separator. This firm also demonstrated the strength of the new corrugated steel culverts made by the Winnipeg Metal Culvert Co., by driving an engine over one of these culverts.

The Ontario Wind Engine and Pump Co. had a nice exhibit of wind mills and Stickney gasoline engines.

The Waterloo Thresher Co. showed a complete outfit.

The Regina Wind Mill and Pump Co. had a good exhibit of their pumps, wind mills, etc.

The Hart-Parr Co. gave a demonstration of plowing with their 35 h.p. gasoline tractor, borrowing a seven-furrow Cockshutt engine gang for the purpose.

The American-Abell Engine and Thresher Co. had a very complete exhibit of engines and separators.

The Waterous Engine Works Co. and the Gus Pech Mfg. Co. showed threshing outfits and well boring machinery.

The J. I Case T. and M. Co. had two complete threshing outfits, one a small 28" x 50" steel separator, wiih a 15 h.p. portable engine, and a larger outfit consisting of a 36" x 58" steel separator, with all modern attachments, and a 25 h.p. general purpose traction engine. They also showed a large 32 h.p. engine dcsigned especially for plowing purposes.

Burridge, Cooper & Co., of Winnipeg, were on hand with samples of the Geiser sieveless separator. Geiser engines and Gade air-cooled gas engines.

The Brandon Pump and Wind Mill Works, of Brandon, were showing samples of their line.

The Universal Motor Co. gave excellent demonstrations with their 20 h.p. gasoline tractor.

The firms exhibiting report some good sales as a result of their work, and even where sales were not actually made good seed was sown which will no doubt reap a crop of profitable business in the future.

Brandon.

A great many implement dealers from all over the province took in the Inter-Provincial Fair held here from July 13th to 17th. Among them we noticed the following: Mr. Wenman, of Wenman & Green, Souris; W. Merrell, of Merrell & Kelley, Souris; H. Kerr, of Belmont; M. Smiley, Jr., of Smiley & Son, Manor, and others.

Mr. J. E. Ruby, Western manager of the Frost & Wood Co., was in town during the Fair.

Mr. J. G. Humphry, of Humphry & Son, Griswold, reports a fine outlook for the crop in his district.

Mr. John Coristine, of Estow, Sask., was visiting the city on business recently. He reports excellent crop outlook and fair trade.

The International Lighting & Heating Co., will erect three large brick buildings for the installation of their gas plant here.

Our city was visited by the Minnesota editors since my last report, and while here they spent a most enjoyable time and were royally entertained.

Mr. N. Newton, of Newton Bros., Derby. England, was in the city recently in connection with business interests here. His firm are makers of suction gas producer plants and gas engine, and Mr. T. K. Hugeasen, of Edmonton is their Canadian representative.

Mr. N. B. Stark, of the Dominion Securities Co., of Toronto, was a visitor to Brandon recently. He was much impressed with the development and possibilities of the Wheat City, and satisfied that it should make one of the best distributing points in the West.

Dealers throughout the country will be glad to notice that the Brandon ball team continues to lead the Northern League in the race for the pennant. We've got the spot already laid out where it is proposed to raise it. Winnipeg has been chasing us hard lately, but watch us finish.

The fine rains of the middle of July brought joy to the hearts of all the farmers in the Brandon district. Assuredly up to that time the crops were beginning to show the effect of the continued dry spell, but now things are lovely and we should pull off an excellent yield. Cutting will be general about August 15.

Brandon has been chosen as the distributing centre for the Canadian Stover Gasoline Engine Co. This concern is incorporated for $50,000. and is composed entirely of local men. They have leased the premises formerly occupied by George H. Smith, on Princess Avenue, near twelfth street. Mr. T. D. Stewart is manager. The company will handle various other lines in addition to the Stover engines.

On a west-bound train scheduled for a long trip a very large, muscular man fell asleep and annoyed all the passengers by snoring tremendously. Reading, conversation or quiet rest was an impossibility. Finally a drummer, carrying half a lemon in his hand, tiptoed over to a little boy who sat behind the snorer.

"Son," said the drummer impressively, "I am a doctor, and if that man doesn't stop snoring he'll die of apoplexy. Watch your chance, and as soon as his mouth opens a little wider, lean over and squeeze this lemon into it."

Calgary

Mr. J. A. Ferguson, of the office staff of the Massey Harris Co. here has returned from a month's holiday spent in the East.

Mr. J. A. Latimer, manager of the Cockshutt Plow Co. at this point, spent some time visiting local agents in the South in interest of his firm.

Mr. W. G. Hunt, manager for Massey Harris Co. here, has returned from his holidays, spent with the Alpine Club climbing the Selkirks. He had an enjoyable time.

Mr. C. A. McAllister, who for some time has been head shipper for Massey Harris Co., at Calgary, is now working for the Company in a travelling capacity.

Mr. J. H. Hyndman, Assistant Manager of International Harvester Co., has been spending a good deal of his time recently outside looking after agencies and travellers.

Mr. W. H. Shapley, of Goold-Shapley & Muir Co., was a Brantford visitor to Calgary recently. He is combining business with pleasure and visited Edmonton while in the West.

Mr. W. L. Palmer, who has been connected with the local branch of the Frost and Wood Co., for the past three years, left on July 15th for Regina, having been promoted by the Company to fill a position at that point.

Mr. Robert Gray, President of Wm. Gray and Sons Co., and Mr. Manson Campbell, President of the Manson Campbell Co., both of Chatham, Ont., were in Calgary during the Dominion Fair.

Mr. Morgan, Assistant Domestic Sales Manager and Mr. T. Jones, Canadian Sales Manager for the International Harvester Co., at Chicago, visited Calgary recently. Another Chicago visitor of the same Company was Mr. A. W. Uttley, General Manager of the Purchasing Department.

Mr. Jas. Rennie, a well known implement traveller of Saskatchewan and Manitoba who has for some time been with the Frost and Wood Co., at Regina, has been transferred to the Alberta Branch and is travelling on the line South from Calgary.

Mr. N. P. Thompson, Secretary Treasurer of Canadian Port Huron Co., at Winnipeg spent a week in Calgary with his local representative Mr. O. S. Chapin, of The Chapin Co. Mr. J. H. Thompson, Assistant Secretary Treasurer for the same Company also spent a couple of weeks here.

A sad drowning accident occurred recently at Shepard near Calgary, when the eldest son of M. Alex McEwan, Massey Harris agent at Cochrane, was drowned. The young man was just 18 years of age, and had been this year established on a farm of his own.

Mr. A. W. Trickey, who has been office manager at Calgary for the Massey Harris Co., for some time has been transferred to Edmonton to look after the Company's interests in that territory. He will do considerable travelling also while there, but will likely be back here in the course of a few months.

Mr. C. W. Hart, President of the Hart-Parr works at Charles City, Ia., and designer of the well known gasoline engines of that name, came up from Winnipeg after the fair with their local representative Mr. O. S. Chapin. He spent a few days here and then went on to the Coast. There is a possibility that his firm will establish a factory in Calgary in the near future.

We have learned today that the International Harvester Co., have just obtained the deed for a most desirable piece of warehouse property on the spur track just one block East of the J. I. Case, T. M. Co., and that much closer the the centre of the city. They have purchased a very fine corner and while plans are not yet completed it is understood that they intend to construct a large warehouse and office building on this lot in the near future. The site is located on the corner of 11th ave. and 2nd Street West.

Through an oversight we neglected to mention one of the very creditable displays at the Dominion Exhibition held in Calgary last month. It was that of the Wm. Gray and Sons Co., who had a splendid showing of their line of Carriages. In fact it was considered of such merit that a diploma was awarded them for the Exhibit.

Another attractive display of which special mention should be made was that of De Laval Separator Co. They were also awarded a diploma for their exhibit, and they deserved it.

Without wishing to become tiresome on this matter of Calgary's Dominion Fair I would like to say that it was a success from every standpoint. The Exhibition was good, exhibits A 1, attractions most satisfactory, weather fine and attendance all right; in fact, there was very little that could be improved upon and all those who were instrumental in its success are to be congratulated.

The regular meeting of the Alberta Wholesale Implement and Carriage Dealers' Association was held on Saturday, August 1st with a good attendance. Matters of importance to the Association were discussed and as the Eye Opener would say "a pleasant time was had."

A goodly portion of Southern Alberta is now rejoicing in the fact that another branch of railroad is now practically assured between Calgary and Lethbridge and is likely to be commenced by the C. P. R. in a very short time. This branch will serve one of the richest sections of the province, some distance East of the present Calgary and Macleod line and will pass through a splendid fall wheat-country. It will also tap a ranching section and a coal district.

Crop conditions in Central and Southern Alberta are particularly good. The fall wheat has reached a stage where it cannot fail, in fact, today (August 1st) sees a great deal of it cut in Lethbridge and Macleod districts. On the Indian reserve at Macleod alone over 600 acres have already been cut, this crop will average 40 bus. per acre. Next week wheat cutting will be general South of Calgary and this week barley is being cut right around here. The weather has been ideal for ripening and while the thermometer has dropped dangerously low it did not get quite low enough to freeze. A few scattered hail storms have also been experienced but the damage from this source has been very slight this year compared with former summers. All that is needed is two weeks more of such weather and a record crop of grain will be an absolute certainty. In a few of the dryer districts the spring wheat could have stood more rain but as this crop is only a small factor here, the fall wheat being the principal crop, and as the weather has been most satisfactory for the latter it will not be greatly noticed.

There will be an immense increase in the acreage another year as the land South of Calgary is being broken at a very rapid rate. A great number of large steam outfits have been working all summer in addition to the ordinary breaking with horses.

Money is not the root of all evil—greed is.

Scattering one's energies is like trying to kill an elephant with a shot gun.

There is a limit to every man's capability—but few men reach their limit.

POPULAR VOTING CONTEST BALLOT

IN SASKATCHEWAN

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Find enclosed $.....covering subscription to CANADIAN FARM IMPLEMENTS for.....years. I have marked X in the square behind the name of the candida te for whom I wish to register my votes :

Ed. Cahill, Wm. Gray and Sons Co.		
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Place here name of any other salesman you desire.

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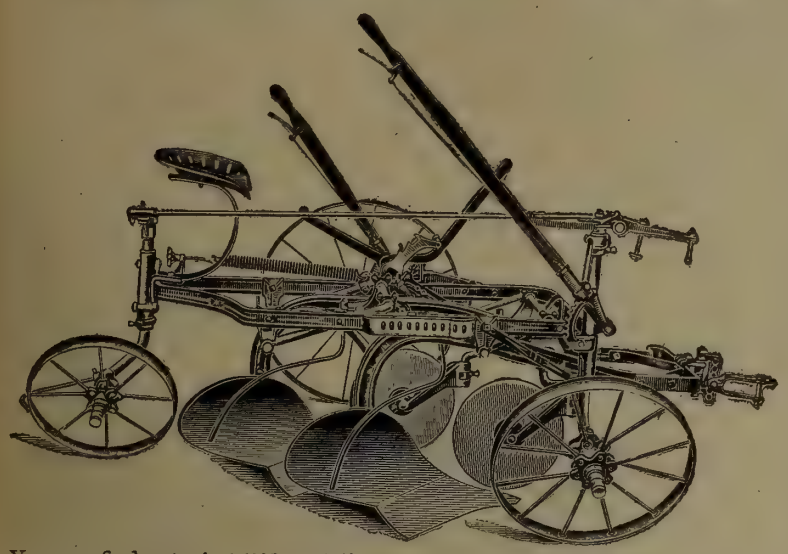
New Eclipse Plow



You can find out what "New Eclipse" Plows are like by asking any man man who has used one.

The users are not hard to find—they are to be met all over the country.

Fifty years of careful, painstaking plow building has given the very best results in the "New Eclipse."

Nothing really proved worthy has been omitted in their make up—and nothing experimental has been put in.

Therefore—we are able to offer you an absolutely right plow.

Drop us a card for catalogue of

"The Perfection of all Riding Plows"

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FULLER & JOHNSON MFG. CO., Madison, Wis.

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The Crop Looks Good---Makes you Feel Good

What about Power Outfits

to lighten the labors of your customers and increase your profits.

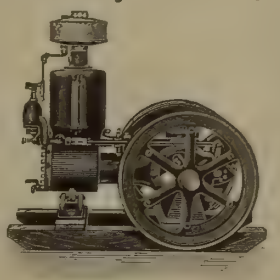
We have the **right goods** at the **right prices.**

New Style 1908 Model **CANADIAN GEARED AIRMOTORS** in sizes 12', 13', 14', 15' and 16 feet. **The latest and best Windmill, built especially to stand severe weather and storms.**

1908 MODEL STICKNEY GASOLINE ENGINES,

Sizes 1½, 3, 5, 7, 10, 13, 16 h.p. Stationary or Portable.

The simplest and beat engine for the farmer—a boy can run it



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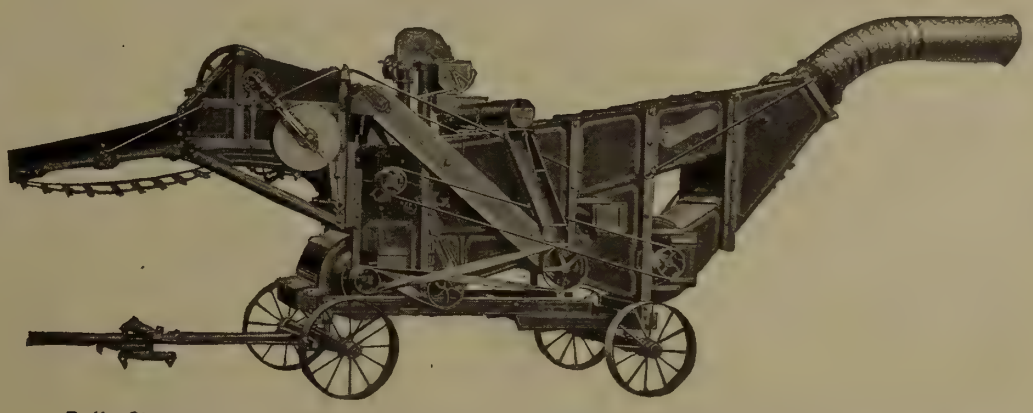
The Belle City Threshing Outfit



Belle City equipped with wood frame wind stacker, weigher and cross conveyor, and self-feeder—Right side.

The demand for the threshing machine to be used by the individual farmer is the natural outcome of business judgment. No progressive farmer willingly permits the loss of his grain after he has labored diligently to raise it. The Belle City thresher is a machine made expressly to meet the demand of farmers who are anxious to get all of the profit from their efforts. It is a thresher that, owing to its weight, compactness, simplicity and general efficiency, can be operated with very little help and a small amount of power.

This machine gives excellent satisfaction and is a great success. Its success is not due entirely to the demand for a machine of this kind, but mainly to the application of exact mechanical knowledge in its construction.

Each year the demand for the Belle City increases. This substantiates every claim made concerning the merits of this thresher.

The International Harvester Company gasoline engine is an ideal power for operating the Belle City thresher. This engine is always ready to start—no steaming up. It requires little fuel—no coal or wood or water to haul. It adjusts itself to the load it has to carry—does not run away when the load is light. Requires little attention—no engineer is needed. Made in various sizes.

Write the nearest branch house for catalogs and full particulars relative to terms and territory.

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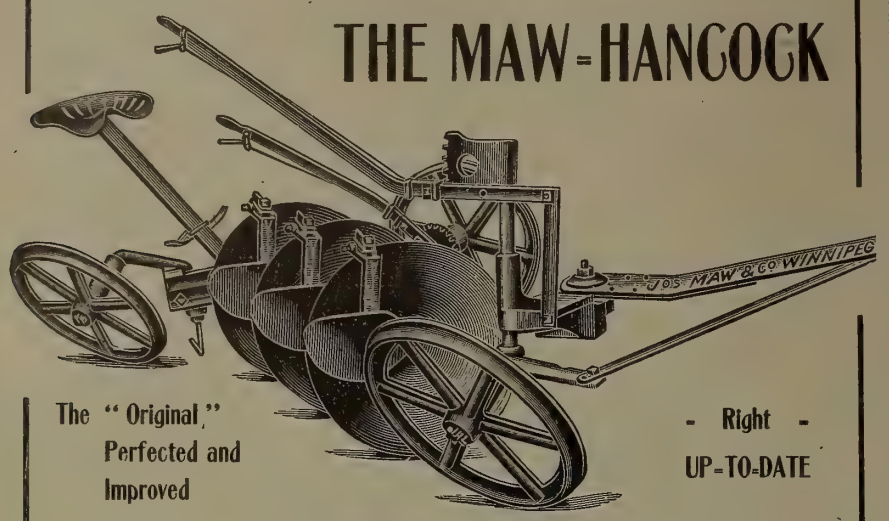

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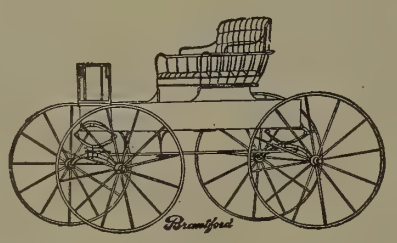
Ask any Responsible Farmer who has ever used one of our New Plows.



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Get the "BRANTFORD"
Your Customers want them

JOSEPH MAW & CO., LIMITED,

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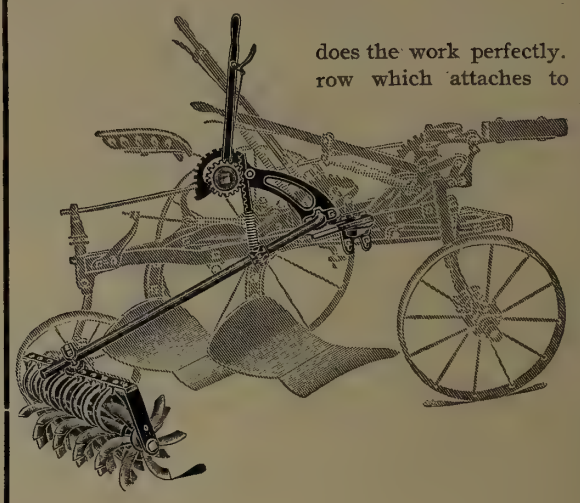
TWO IN ONE HARROW AND PLOW

Kramer's attachment makes one job out of two, and gets the land in finest possible condition by harrowing when the soil is first turned up

KRAMER'S
ROTARY HARROW PLOW ATTACHMENT



does the work perfectly. Regular rotary harrow which attaches to any gang or sulky plow. It levels, pulverizes and makes a mulch of the "moist soil," that is not possible after the ground dries and "sets."

Draft only slightly heavier—you'll be surprised to see how little.

Every farmer needs this great time and labor saver. Our proposition is of interest to the Dealer.

Write for Circular No. 26.

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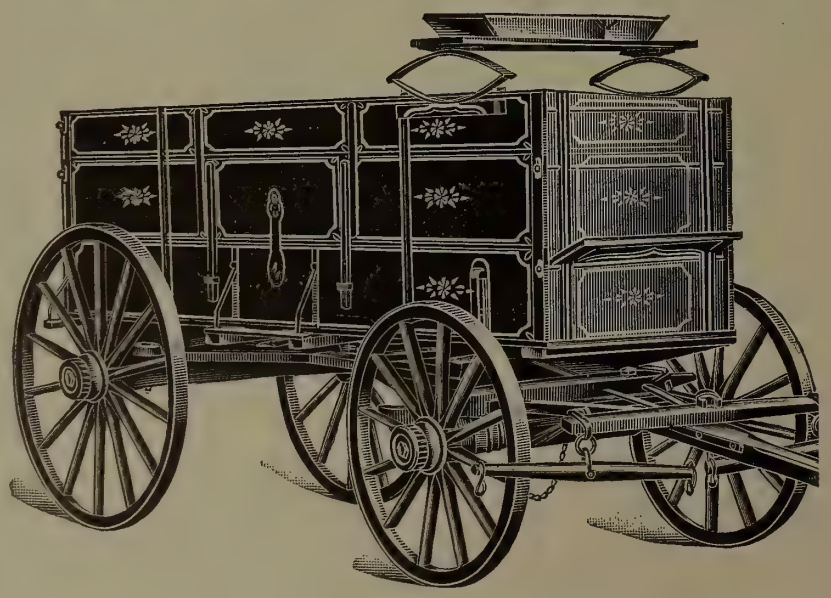
WILKINSON WAGONS



Wilkinson Wagons have always been sold on their merits — consequently they require no apologies.

Made of the very finest timber—the supply being owned by the factory—they have always "stood up," under all conditions.

The ironing is heavy and of the best class—nothing skimped, and all iron in the place where it does the most good.

They have earned their reputation of being

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The STEWART-NELSON CO., Ltd.

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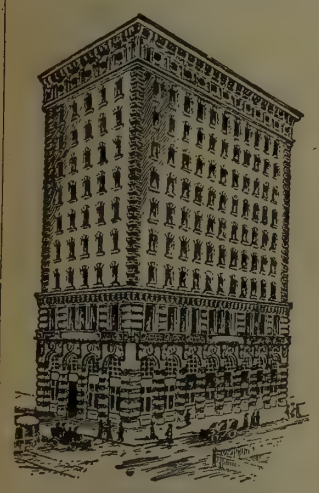

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We Make the **Big Line** adapted to all powers.
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They are sold only through the Trade.

The "Hero" is the best grain separator on the market.

Every machine is built of the best materials procurable.

It excels in thoroughness of work and cleans oats from wheat perfectly.

No other cleaner can compare with the "Hero" for reliability and efficiency.

It gives satisfaction to every user and brings new business to every seller.

If you want the grain separator trade of your district handle the "Hero."

Remember we protect you and give you the best Grain Cleaner offered the public.

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The most complete and up-to-date line of High Grade Plows on the market.
The Drill that is best known and easiest sold : that stands up to its work and never fails to give satisfaction.
A reliable general implement and vehicle line of the best reputation and highest quality.
The world-beating Windmill line.
The assistance of our continuous advertising campaign carried on in their behalf in the Western agricultural journals.

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"The Perfect Modern Plow"

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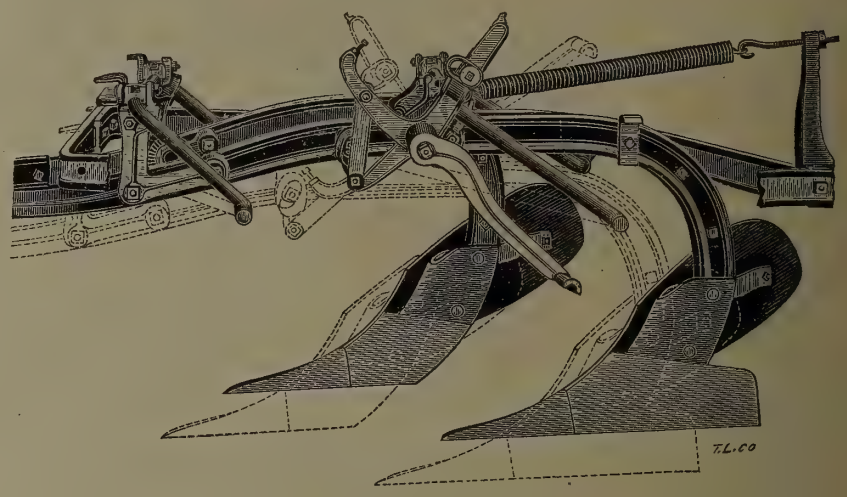

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CANADIAN FARM IMPLEMENTS

Vol. VIII, No. 3 WINNIPEG, MAN., SEPTEMBER, 1908. SUBSCRIPTION PRICE { Per Copy, 5c / Per Year, 50c

CHEMICAL SPRAYS AS WEED DESTROYERS.

During the past summer a number of experiments covering the eradication of noxious weeds by spraying with a solution of common salt, or iron or copper sulphate, have been carried on throughout the West, especially in Manitoba. According to the reports these trials have proven very successful, and the methods employed most effective, so that farmers are becoming more and more interested in the matter. Naturally what affects the farmer interests the dealer, so we quote herewith from an article in Farm Implement News on the subject. This is written by Prof. H.L.Bolley, of the North Dakota Experimental Station, who for a number of years now has been giving close attention to the subject of weed destruction or control by spraying.

"For a number of seasons my department has been recommending the method of weed eradication or control by spraying with copper or iron sulphate, but farmers have been backward in applying what the writer believes to be one of the most effective methods for aiding the cereal producer in eradicating weeds. The method when in proper execution is not only comparatively inexpensive but proves to be an economical success in the sense that the yields from otherwise weedy fields are greatly increased, that is to say, the field crops under treatment are allowed to reach a normal development without interference occasioned by weedy growths.

"Each year our experiments have resulted in success of such marked nature that the writer feels safe in asserting that when the farming public have accepted this method of attacking weeds as a regular farm operation that the gain to the country at large will be much greater in monetary consideration than that which has been afforded by any other single piece of investigation applied to field work in agriculture.

"The writer is not over sanguine in this matter and recognizes that this method of destroying weeds cannot replace the approved methods of eradication by cultivation. seed cleaning, crop rotation, manure composting, proper pasturing and vigilant hand work. There are however, great areas in the north and western cereal growing regions which, until sufficient people have occupied the land to break it up into small farms, must be cropped upon the large plan characteristic of cereal and meadow production. This allows the introduction of annual and other types of weeds in spite of the best efforts of cultivators. Proper plowing and good cultivation alone do not prevent constant introduction of wind blown seeds, and once established many of the worst crop destroying weeds become permanent because of their peculiar method of rooting and propagation by disjointed or broken parts. Many seed so profusely that the ground quickly becomes filled to the depth of the furrow slice with seeds which remain viable from season to season, according as proper air and moisture conditions are available. If, therefore, this method of attacking weeds by means of chemical sprays is one-quarter or one-half as successful in general operation as the writer is willing to vouch for, the money returns to the spring wheat growing states must exceed the hopes of the most optimistic. Suffice it to say, the proper handling of spraying machinery and proper spraying at the proper time gives splendid results in weed destruction without material injury to growing cereals,to grass of pasture lands or lawn grasses. It would seem needless to add that such sprays cannot be made to dispose of quack-grass or other weeds of a grass character without injury to the surrounding crop.

BOTH MANUFACTURERS AND FARMERS AWAIT DEVELOPMENTS

"Our early experiments demonstrated the need of suitable power sprays for this field work, but the manufacturers of spraying machinery have been slow to appreciate the field of development which lies before their industry and the farmers have been slow to purchase such machinery as is available and attempt to modify it to do the work, a thing which can be done at small cost with many of the best types of field sprayers. The difficulties the writer has met with in advancing the work are these: In the Northwest spraying machinery is not in general use and local farm machinery houses have not wished to stock up with machines with the use of which there has been very little or no demand. Finally the farmer is loth to send long distances for a machine which he has never seen used. The result is that each season the weed killing time comes on and the farmers would like to undertake the work of spraying, but they are not provided with the proper machinery and as there are none to be procured locally the attempt is dropped. It has also been difficult to convince some that the cheap potato sprayer, or the potato sprinkler, which has no power capacity, cannot be made to serve the purpose. This is impossible. No mere sprinkling apparatus can give the results demanded, for the reason that a very small amount of a very destructive agent must be finely distributed over a large area. This can only be done by the use of a machine which will throw a very forcible, misty spray.

THE HAND SPRAYER VALUABLE

"There will be much use for a suitable hand machine for work upon lawns in eradicating dandelions and especially for use upon small patches of weeds such as Canada thistles on areas too small to pay to work with a traction machine and yet in such places as make it undesirable or quite impossible to cultivate. The machine should be neat and compact and all parts, aside from the hose, which comes in contact with the liquid, should be of brass construction. Such a sprayer should be of three or four gallons capacity. The ones which have proven most satisfactory for this work have been of the compressed air type. There are a number of such hand sprayers now on the market.

TYPE OF MACHINE SPRAYER

"In undertaking to eradicate weeds in cereal grain fields the type of traction sprayer is of much importance. The cart should be fitted with a pole for two or more horses. The wheels should be of low form and have wide tires, 3 1-2 to 4 inches. For work on small farms the tank should hold at least fifty-two gallons. The larger machines may hold from 100 to 130 gallons without becoming too heavy to haul about. A 120 gallon machine will give about the most satisfactory size upon the larger farms.

"All parts in contact with the solution should be either wood, brass or rubber. Galvanized and ordinary iron parts are readily destroyed by the solution used for weed eradication. The spray beam may be of any form which will allow it to be conveniently adjusted for either potato spraying in rows or for weed eradication. For weed work it is necessary that the spray beam should carry nozzles sufficient to throw in a forceful, misty spray from one and one-fourth barrels of liquid for each acre of ground. The adjustment of the nozzles and the arrangement of the spray beam will vary with the pump capacity of the machine. Ordinarily this pump capacity should give a pressure approximating 100 or

more pounds per square inch. There should be a gauge to show the pump pressure. I have not seen a machine which did good work with less pump pressure than 100 pounds. If the pressure can be kept from 100 to 150 pounds, about ten ordinary nozzles for each rod of spray beam seems to give the desired form of spray. Nozzles of the adjustable form, similar to the Bordeaux type, are most satisfactory, as they may be adjusted to throw almost any volume per acre. The nozzles should be so adjusted upon the spray beam as to throw overlapping sprays, thus guaranteeing an even distribution of the liquid over the entire area of the grain field. The spray beam should be adjustable in form, so that it can be raised or lowered according to the height of the weeds, and the rotation so as to throw the nozzle either upward, backward or downward, at the will of the operator. In all the entire machine should be of as simple construction as possible, sturdy and compact in all its parts. As it is often necessary to drive through gates and store in machinery sheds, the spray beam should be jointed so as to be thrown up out of the way when on the road or stored.

KINDS OF CHEMICALS USED

"In a general statement it is not possible to state the best substances to be used in all cases. The chemicals to be selected for weed spraying will depend upon a number of questions, as for example, the crop in which the weeds are growing and the sturdiness of the crop and the weeds. This last question will depend largely upon climatic or growing season. There is also the question whether the weeds are growing in dense, persistent clumps such as Canada thistles, and whether it is important to save the crop in the particular spots or not. Ultimately the selection made will be decided largely upon the cost of obtaining, as compared with its effectiveness. The author has tested a number of patent or highly advertised chemical weed eradicators and finds none of them worth the cost as compared with common chemical substances on the market. This experiment station has used successfully, in various sorts of weed eradication work, common salt (sodium chloride), iron sulphate (copperas, green vitriol), copper sulphate (blue stone or blue vitriol), corrosive sublimate (mercuric bichloride), and sodium arsenite ($NaAsO_2$).

"The corrosive sublimate, because of its cost and its particularly poisonous nature, is. perhaps, not to be recommended for any general use. All of these substances, except common salt, are poisonous to a reasonable extent. If care is not taken in handling them farm animals and human beings may be poisoned, though it is hardly probable that any animal will drink sufficient from a solution of copper sulphate or iron sulphate to injure its life because of the peculiar acrid taste. Sodium arsenite is one of the soluble arsenic compounds and is a thoroughly active poison, which should be handled with all due care.

RESULTS JUSTIFY METHODS

"Many have contended that even though reasonably successful in destroying weeds by means of chemical sprays, the method cannot become of general use to farmers for a number of reasons. They say it will certainly injure considerable grain; that the cost will exceed the ordinary methods; that ultimately the weeds will be too scattered to pay for the work, and finally the farmer will be left to cultivation and pulling. These arguments, with the exception of the possible one regarding cost, furnish their own answers. There are extended areas under grain culture, wheat, oats, barley, flax, and extended areas in pasture land which are so thoroughly infested by seeds of certain noxious weeds that any method which may be used successfully in destroying an entire weed crop for one or more years, preventing the addition of new seeds in the soil, I think, will be welcomed by the farmer in the Northwest. This chemical method of weed eradication has the peculiar merit that the weeds may be attacked while the crop is being grown and the crops will still give an increased yield. If there were no weeds at all, it is quite probable that in some cases the spraying process would reduce the yield.

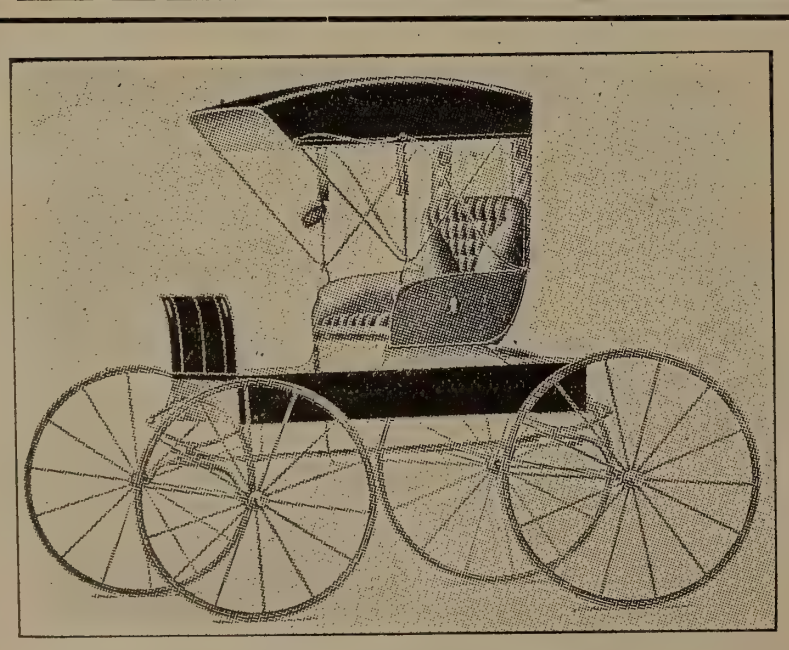
"However, farmers will, of course, not spray a field in which the weeds are so scattered that they may be pulled by hand at a reasonable cost without injury to the growing crop. The writer has conducted experiments on sufficiently extended scale and over a sufficiently extended number of years to guarantee that where ordinary weeds as mustard, king-head, wild buckwheat, and Canada thistle are sufficiently thick to make it impossible for the farmer to pull the weeds in the grain, such fields can be sprayed so as to practically prevent the production of weed seeds and yet have the yield of grain materially increased. This increase of yield in the grain is brought about by the elimination of the contest between the weeds and the grain, allowing the grain at once, after spraying, to get the full benefit of the light and air and to take charge of the ground.

"The chemical spray method has greater advantages of being useful upon roadsides and meadow lands, lawns and waste places, so as to prevent the production of weed seeds and give the native and wild grasses an opportunity to gain possession of the ground. It is a well-known fact that where the weeds are kept down on the roadsides the grasses soon sod over the shallow ditches and waste places. The peculiarity of the chemical spray method is that all grasses and grains are so constituted as to withstand the spray without great injury, while the worst types of weeds which possess waxy or water-resisting surface, are attacked and destroyed by the solutions.

WEEDS KILLED WHILE GRAINS AND GRASSES REMAIN UNINJURED

"To many this theory of weed eradication sounds much like a patent medicine advertisement. It perhaps appears improbable that the weeds may be killed while the grain and grasses are less injured. We can only answer that experiments show that there is no error in this respect. Several experimenters have attempted to explain why the weeds are killed and the grasses remain largely uninjured. Some have held out that there are special chemical affinities between the internal solution of the plant and the chemicals; that for this reason a rapid change of the plant substances or juices is effected when the right chemical is applied to the exterior, as for example, iron sulphate upon common mustard. The author has not conducted sufficient chemical and physiologocal experiments to allow him to form a theory in regard to this matter. The following facts, however, have been observed in the work:

"(1) Succulent plants of a particular species or variety die more quickly than those which are less succulent.



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Representative in Western Canada:—

The JOHN STEVENS CO., Ltd.

WINNIPEG.

Correspondence solicited from Dealers.

No Large Stocks of Winter Vehicles.

Canvassing the sleigh and cutter situation locally one finds that jobbers are not stocking heavily for this season's trade. This is due to the fact that dealers are not placing large orders, and are rather inclined to clean out the stocks on han l than invest in newer goods. Naturally the jobbers are no more anxious to carry over large stocks, with the accompanying cost of storage, insurance, etc., than is the retail dealer. There is a possibility that this condition may lead to disappointment later on, because if the winter season comes early and there is an active demand for sleighs and cutters, which there is almost sure to be, dealers may have difficulty in securing stocks from the jobbers. Possibly both the wholesale and retail trade may be altogether too conservative in this connection.

Catalogues and General News Wanted.

At this time many manufacturers are making preparations for the issuance of new catalogues an l circulars covering their various lines. In this connection we desire to request that our name be placed on the mailing lists of the different houses in order that we may receive copies of all kinds of literature issued.

Each season our fyles show a very large number of enquiries from dealers as to where some particular implement or vehicle may be procured, or as to the name and address of a manufacturer or jobber of a certain line. In order that we may fully meet the demands of the retail trade in this direction it is necessary that the wholesale trade co-operate with us, favoring us with copies of their very latest lists and keeping us posted on any change or additions they make to their various lines.

Ous office is headquarters for a trade information bureau, and most of the local jobbers recognize this fact. We want to make it of even greater value in the future than it has been in the past, and accordingly request that members of the trade give us their assistance. Therefore in our efforts to get our catalogue fyles brought up to date give us a hand by forwarding us a copy of your latest list. Out of town manufacturers are requested to do likewise.

There is another matter that we desire to bring to the attention of the trade at this time. It is with respect to items of news. We are ever anxious to get in touch with all the latest happenings in trade circles, and in order to do so realize that every dealer, jobber and manufacturer must help us. Any changes in factory management, increasing of factory or warehouse accommodation, resignations or additions from or to travelling staffs, in fact anything that is of interest to the trade at large, is grist to our mill, and we are always looking for such details. Whenever any of our readers have anything of the kin l we would appreciate it if they would send it to us.

Simply a Gamble.

An Irishman wishing to secure a homestead, and not knowing just how to go about it, sought information from a friend as to the proper procedure.

"Mike," he said, "you've taken a homestead and I thought maybe you could tell me the law concerning how to go about it."

"Well, Dennis, I don't just remember th' exact wordin' uv th' law, but I can give ye th' mainin' uv it. Th' mainin' uv it? Yis, th' mainin' uv it is this: Th' government is willin' t' bet ye 160 acres uv land agin $10 that ye can't live on it three years widout starvin' to death."

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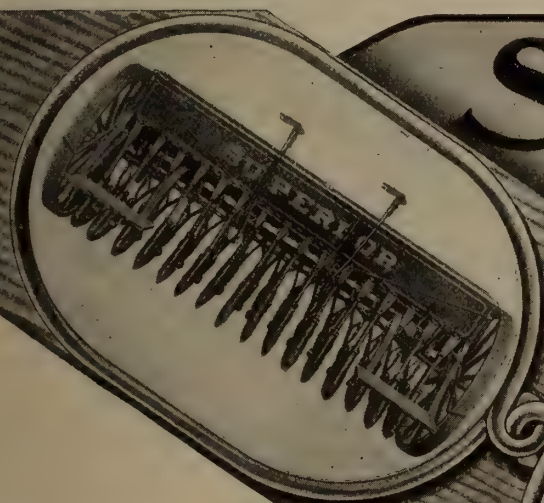

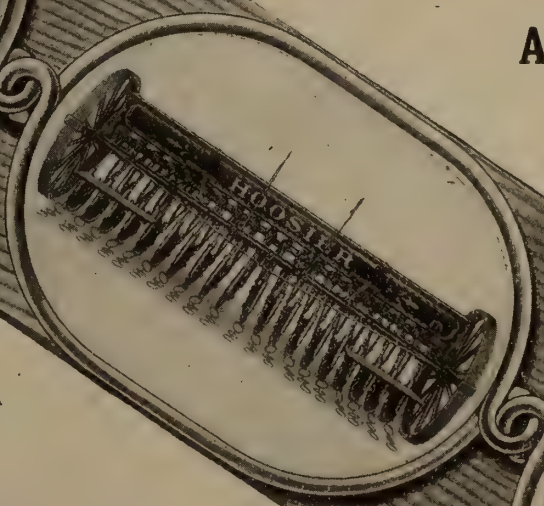

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Incorporated
310 Ross Ave. Winnipeg, Man.

GRAIN DRILLS

Brandon.

The International Harvester Co. are establishing a branch house here. From this point it is their intention to look after their vast interests in this territory. Since my last report Mr. J. F. Jones and Mr. F. B. Montgomery, from the head office of the company at Chicago, have been in the city concluding arrangements, etc. They were accompanied by Mr. G. F. Sweeney, assistant traffic manager, and Mr. G. F. Ryan, industrial commissioner, of the Great Northern Railway. Arrangements were completed for the erection of a large warehouse close to that occupied by the North-West Thresher Co., just west of 18th St. The company have also secured an uptown office, which is located on the south side of Rosser Avenue, in a building owned by the Brandon Machine Works Co.

Mr. Geo. H. Smith has been conducting a number of demonstrations of his stooker at different points throughout the province, and informed your correspondent that he was well satisfied with the results. Owing to some delay at the point of manufacturing he was unable to get as many machines through at the start of harvesting as he expected, but will be well stocked up another season.

The Sylvester Mfg. Co., have been demonstrating their gasoline auto-thresher at a number of points in the West. Reports indicate that the different machines are giving fine satisfaction to the users. The company are looking forward to a big business in this machine another year.

Wheat harvesting in the vicinity of Brandon is completed and threshing is now the task demanding the labor of the agriculturist. The rain of the last few days in August tied things up for a short time. The wheat is grading No. 1. Northern.

There has been a lively increase in binder sales since I last wrote you, for which all members of the trade are duly thankful. Most of the dealers here got their stocks pretty well cleaned up and all are satisficd. The twine trade has been very satisfactory and there is not a great amount to be carried over until next season.

The Brandon Gas Co., whose franchise expired September 1st, were given an extension providing they make an immediate start and erect buildings to the value of $5,000 this fall. They intend to do this.

William Bourke,
Most popular traveler in Saskatchewan.

We reproduce herewith a splendid likeness of Mr. William Bourke, of the Parlin & Orendorff Canadian Plow Co., who was successful in carrying off our premium of One Hundred Dollars in Gold, offered for the most popular travelling salesman connected with the trade in Saskatchewan.

It is now seven and a half years ago since Mr. Bourke became engaged in the agricultural implement and vehicle business. Previous to that time he was engaged in farming on the banks of the Assiniboine River, at St. James, about four or five miles south-west of Winnipeg. Mr. Bourke's grandfather is numbered among the earliest settlers of this country, having come here with Lord Selkirk's party in 1812, while his father was one of the original settlers on the Assiniboine River.

Mr. Bourke's first start was made with the Massey-Harris Co., in 1901, and he served them in several different capacities until the close of 1905, when he resigned to join the road staff of the William Johnston Co. He continued with this house until they sold out last year, and subsequently engaged with their successors the Parlin & Orendorff Canadian Plow Co.

He is well and widely known throughout the West, and the large vote he polled is a fair indication of the esteem in which he is held by members of the retail trade. Among his home people he is equally well thought of, being reeve of the municipality of Assiniboia during the year 1904, winning it in a close contest by thirty-nine votes.

Mr. Bourke is interested in military matters as well as those of a municipal nature. He was one of the first volunteers that went out with the Ninetieth Sharpshooters to quell the rebellion of 1885. Since that time he has taken a very active interest in target shooting, and has won several cups and medals, the one which he especially prizes being the Lieutenant Governor's bronze medal. In order to compete for this shooters must be members of the Imperial Service Association, which necessitates their having seen active servise.

All round Mr. Bourke is a good sport, a hail fellow well met, and we have much pleasure in his recent victory.

The Charge is Not Justified.

Assertions have been made time and time again that the implement dealers as a class do not grant any better price for a cash sale than if the goods are sold on terms of three, four, or even more months. The statement has been made in our hearing that very frequently the man who buys on time is able to drive a better bargain than the spot cash buyer.

We have discussed the matter with members of the trade at different times and have always heard a denial of the charge. Those who have spoken with us on the subject contended that where a man was prepared to put the money down for the goods he was allowed a better price than the man who was buying on credit.

It is generally admitted that few try to buy implements and vehicles for cash. Those in support of our opening statement say that this condition is brought about owing to the fact that there is no inducement for farmers to settle immediately. They contend that were there any such inducements the cash trade of the country would be materially increased, while the credit business would be accordingly reduced.

At first glance one would imagine their statement to be so absolutely correct, and so strongly backed by fact that not a foothold would be possible for those who argue on the opposite side. Such, however, is not the case. To make a statement is one thing, to prove the whole contention is altogether different. There is much more to the opposite side than actually appears upon the surface.

Cash and credit methods were in vogue for a much longer time than the implement and vehicle business has been in existence. In this country the credit business has grown at a tremendous pace and to an alarming extent. In the early days many pioneers were compelled to secure credit. With the growth and development of the country, towns sprang into existence, and business enterprises were established. When lean seasons came and crop after crop proved unprofitable farmers were unable to buy for cash, and it is to the everlasting credit of dealers, jobbers and manufacturers that they brought their resources to tide the farmers of the West over these periods of depression.

Succeeding years found the farmers paying off the liabilities of other seasons. Consequently they could not buy for cash and so the credit business continued to develop. Profitable seasons came and bumper crops were harvested. This condition brought new aims, new desires. Another quarter, half, or whole section of land was purchased, new homes built, liabilities gathered, and withal, new implements were needed and credits were increased rather than reduced. This state of affairs has gone on and on and no great effort has been put forth to stop it.

The result is that farmers look for credit rather than seek to pay cash. It is undoubtedly true that many dealers have helped to create this condition, but it is not logical to suppose that any business man would turn down a transaction where actual cash figured, and instead take a time note. No doubt there are occasions when such a policy might be profitable, but it is not a rule of business procedure to pursue such a course.

One of the great troubles of the whole business is the haggling on price. If a dealer quotes a farmer a certain price on an article for which he desires cash settlement, the farmer immediately tries to get the article at the quoted price on terms of time. We do not blame any man for trying his utmost to make a good bargain, so long as he endeavors to do it honestly and fairly, but it is not fair to any dealer to expect that he will give as good a price on an article bought on time as he will to the man who buys the same article for cash.

One point to our mind, shatters the arguments of those who contend that dealers have the same price for the man who pays cash as for the man who buys on time. In the case of binders for example. It is a well-known fact that there is a graduated scale in the price of these machines, according to periods of time over which settlements extend, and it is equally well-known that the man who buys for the money down gets the best quotation, as he naturally should. In the face of the foregoing we do not think there are just grounds for the statement that the implement fraternity do not give men with cash better propositions than those who buy on credit.

The confidence of the public is a better asset in business than extra capital.

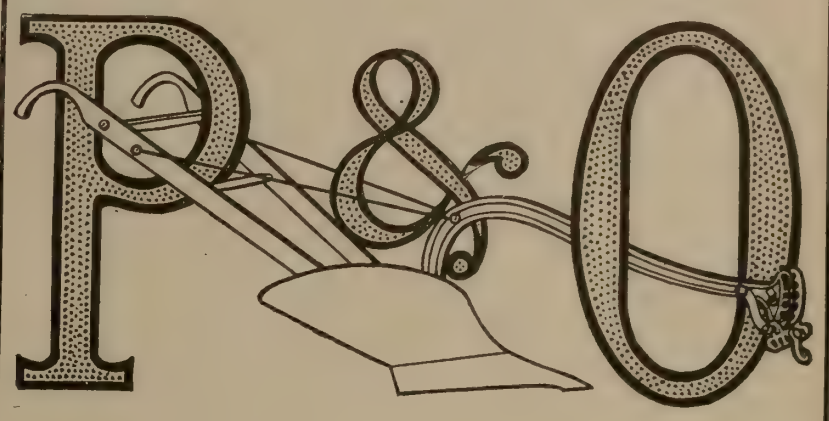
Character in Business.

Of all fundamental principles engaged in building up a business none has more importance than character. Business without character is like a ship without a rudder; liable to wander aimlessly on the seas of commerce. A business backed by character has an object, without an object it sinks into expediency. Three attributes are essentially necessary to sound character; namely, uprightness, confidence and fixedness of purpose. Every man whose character is based on these three principles has little to fear in competition in the business world, if he is governed by a spirit of progress and the power of push.

The last century has marked a marvellous development in corporation control, financial combinations and mighty monopolies. There never was a time in the history of the world when man was face to face with a greater struggle to maintain his individualism than he is today. There are many of our friends who would have us believe that socialism, with its doctrine of equality, is the solution of the problems that confront us. Others would have us believe that socialism is the worst thing that could befall us. All the various doctrines organized and expounded tend to confuse the mind. To the individual it is still a question of self, in other words, the Man rather than the Mass.

If, therefore, we are to develop the best that is in us and to bring out the highest qualities of the individual, we must create strong characters, men governed by their brains in sympathy with their hearts. The great things of the world come to the individual who achieves, they cannot possibly be divided with all the people. Even in the more advanced socialistic propaganda we find no solution of the problem of mental superiority. Some must be at the head of affairs, consequently all the people cannot be treated equally alike.

Upon the older business men of Western Canada rests great responsibility in this connection. The young man will learn his business methods from his employer. If the latter are not scrupulously honest and above board in their dealings the character of their employees will be smirched and they may be led into methods of business altogether undesirable from the standpoint of moral methods. A good example brings its own reward and an honest deal its own satisfaction.



Stands for Perfection in Implements, because 66 years of "knowing how" is hammered into every one of them. Our traveller won first prize in "Canadian Farm Implements" contest, and was assisted in winning by the fact that he sells a popular line of goods. P. & O. implements are popular with the dealer because they enable him to build up and maintain a profitable trade; they are popular with the farmer because ease of operation is combined with strength and durability, and in using them he has found that the minutest details are studied and perfected by experts who know how.

See one of our travellers about your requirements for plows, harrows, cultivators, drills, wagons, vehicles, cutters, etc., etc., and ask us to send you descriptive matter.

P. & O.

Canadian Plow Co.,

Winnipeg.

Branches at Regina and Calgary.

What the Cream Separator has done for Canadian Farmers.

Writing on the above subject Miss Laura Rose, who for many years has been prominently connected with farmers' institute work through Ontario, and the other provinces of the Dominion, draws the attention of the farmers to a number of important points in regard to the cream separator. Believing that dealers will appreciate her remarks we quote the following from a recent issue of the Massey-Harris Illustrated.

It is twelve years since I became especially interested and identified with dairy work. Separators were then quite a novelty, and comparatively few were to be found in use on the farm. My broad acquaintance with rural districts has afforded me a good opportunity of noting the introduction of these machines and the changes they have brought about in the dairy industry of the Dominion.

We have to acknowledge that in years past Canadian butter has had a poor reputation in foreign mrkets. This may be largely attributed to the custom of storekeepers buying all grades of farm butter, and reworking and packing it for shipment; also to lack of knowledge on the part of makers in creameries, which resulted in a great variety of grades of butter.

The invention of the cream separator gave a great impetus to the butter industry, and revolutionized the handling of milk and cream. Shortly after this, the establishment of dairy schools supplied the long-felt necessity of skilled makers.

Being able to get the cream directly from the milk, and having it manufactured into butter by men who not only understand the scientific principles underlying successful buttermaking, but also the requirements of the foreign trade, has brought about a slow but steady change in the quality of our export butter, and now we feel we have established a name for ourselves in the British market that we need not be ashamed of.

The cream separator on the farm has also done much to raise the standard of dairy butter. Setting the milk to come to the top by gravity, usually resulted in the cream being overripe before a churning was collected. With intelligent care of the separator and cream, not only a better butter is obtainable, but considerable more of it, and, of course. this adds materially to the revenue of the dairy.

Very much less butter is made on the farms now than before the advent of the separator. This is desirable, for it means that a greater bulk of butter of uniform quality can be manufactured for export in creameries.

It has taken time to change the system of farm dairying to co-opertive dairying, but the separator, more than any other one thing, has been influential in inducing the farmer's wife to give up her churning, for, after all, hard-worked as she is, she is the one who usually holds out the longest.

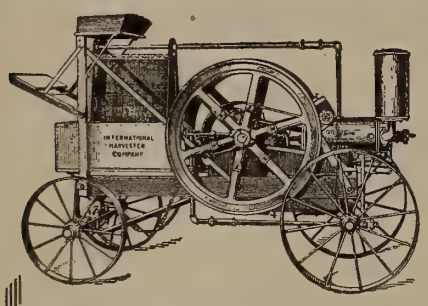
It is claimed by many buyers that butter made in whole-milk creameries is of superior quality, but there is considerable disadvantage to such a system. The keeping of a large quantity of milk from getting overripe in warm weather before getting to the creamery, the hauling of the same, the re-heating of the milk at the creamery, the pasteurizing and cooling of the skim milk so that it may be returned in good condition for the stock, all means an expenditure of time and money.

The general introduction of the hand separator on our Canadian farms has brought about another system, and one which appeals more strongly to the farmer. The milk is separated at the farm, and only the cream sent to the creamery. This means fresh, warm milk, ready at the right time for the young stock, no cooling of the milk or expense in hauling such a quantity to the creamery.

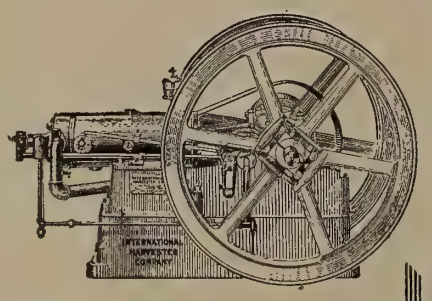
Some cannot speak too strongly in denouncing the cream-gathering system, but I have always tried to see things from the farmer's standpoint, and much can be said of separating the milk at home.

One trouble in having the cream delivered seems to be that the majority of the farmers take too poor a cream. To do the best work in creameries, it is necessary that the cream contain a moderately high percentage of butterfat—30 per cent. is considered about right. The patrons should do all they can to meet the wishes of the makers in this respect.

To have pure cream it is absolutely necessary that the machine be well cleaned and scalded after each time of using. With the proper brushes and plenty of hot water, this is not a hard or long task.



Have Confidence in the Goods you handle.



THE success of your business depends on the confidence you and your customers have in the goods you handle. Confidence is a wonderful factor. It arouses enthusiasm, and when you become enthusiastic you are going to make things move.

Every dealer now handling I. H. C. gasoline engines is making things hum. This engine is giving such excellent satisfaction that nothing but words of praise are heard when the working qualities of this power are discussed.

The manufacturers have confidence in it, so have the dealers and farmers who have tested it. It has never betrayed their confidence. No wonder they are enthusiastic. It runs the threshing machine, feed grinder, saw mill, pump, and anything that can be operated by a mechanical power. It runs them without the constant attention required by other powers. It consumes so little fuel compared to the work it does that, when you see it work, you just have to fall in line with the other enthusiasts.

It is a winner no matter from what standpoint you look at it. It is just what you need to put ginger into your business.

I. H. C. gasoline engines are made in the following styles and sizes:

Vertical 2 and 3-horse power
Horizontal (Stationary and Portable) 4, 6, 8, 10, 12, 15 and 20-horse power.
Traction 10, 12, 15 and 20-horse power.
1-horse power air cooled
Sawing, spraying, pumping outfits and jacks.

In this list will be found a power suitable for every farm requirement. See blockman to-day or write nearest branch house for full particulars on the engine, and also for terms and territory.

WESTERN CANADIAN BRANCH HOUSES:
CALGARY, ALTA. WINNIPEG, MAN. REGINA, SASK.

International Harvester Company of America
(INCORPORATED)
CHICAGO, U.S.A.

Wilkinson Handy Truck

The above illustration shows the very best and strongest Handy Truck made in Canada.

Made of bone-dry material, with full hounds both in front and rear.

Well ironed. Has 3¼ inch arm and 3 inch tire.

Thoroughly made. Well painted. Price right.

Send for some.

The Stuart-Nelson Co., Ltd.,

WINNIPEG, Canada.

Much complaint has been justly made of the bad flavors found frequently in separator cream, and usually, I think this is due to the fact that many do not immediately and quickly cool the cream. It is difficult, if not impossible, to make a first-class butter without doing so. The can containing the cream should be placed in cold water, and the cream frequently stirred until the temperature is reduced to between 50 and 55 degrees, and should be held at that until called for by the cream collector. One of the inexpensive, simple coolers may be used where the quantity of cream is great.

I have heard men say you can't get farmers to properly care for the separator and cream. I don't believe it. I have more faith in their ability and desire to do the proper thing. In many cases the neglect is only due to their not knowing what is required of them. I feel sure the patrons will co-operate in every way they can with the makers to build up our reputation, until no better butter than that made in Canada is found on the markets of the world.

In closing, I would like to say a few words about the care of the separator. The very best and strongest of them is a delicate machine, and needs careful treatment. To cause the least strain on the parts and to insure smooth running the floor or foundation on which the separator stands should be firm the machine perfectly level and securely fastened down. All the bearing should be free of grit, and every week or two well flushed out with coal oil.

The high speed at which the machine runes, makes it necessary that it always be well oiled, and only the oil furnished with the machine, or equally fine oil, be used. Speed should be gotten up slowly, and in turning the crank the same pressure should be applied all the way round. Before turning on the milk put through a little hot water to warm and wet the bowl.

Milk always separates best immediately after it is drawn from the cow.

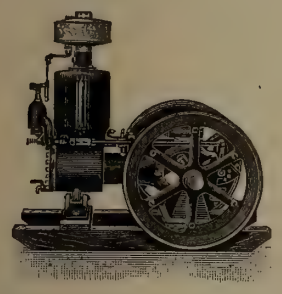
Run the machine up to the stated revolutions, never below, or there will be an extra loss of fat in the skim milk.

Have the flow of milk into the separator as even as possible. The quantity of milk in the receiving can has much to do with this, and should be kept reasonably full all the time.

When finished separating, the bowl should be flushed out with warm water.

Care should be exercised in taking the machine apart and putting it together not to blunt or bend any of the parts. I have seen good machines seriously injured by a little carelessness in this regard.

Where a herd of dairy cows is kept, a separator is now considered a necessity. It certainly is a paying investment, and few farmers can afford to be without one.



MR. DEALER!

For your FALL TRADE we offer you the BEST LINE of

Gasoline Engines, Windmills, Horse Powers, Well-Drilling Machinery,

Feed Cutters, Grinders, Pumps, Waggon and Stock Scales,

to be found in the West.

Get our **Latest Price Lists,** they will interest you.

We have some BIG SNAPS in Engines and Powers that have been exchanged for larger sizes. Write us to-day.

Ontario Wind Engine & Pump Co., Ltd.,

WINNIPEG.

A Wrong Impression Corrected.

Since the close of the exhibition here certain Western papers have published, and certain parties have voiced a statement that is calculated to create a wrong impression among Western dealers and farmers.

In brief this statement is to the effect that a certain cream separator won first prize in a competition held at the Winnipeg Industrial Exhibition, defeating a number of other well known machines.

In order that our readers may be aware of the facts, and in an effort to correct any wrong impression that this statement may have created, it is here stated with authority that never since its inauguration has a test of cream separators been held at or in connection with the Winnipeg Industrial Exhibition, nor have the officials at the Industrial ever made any award in favor of any particular make of cream separator in connection with any test.

BUTTER MAKING COMPETITION CONDUCTED

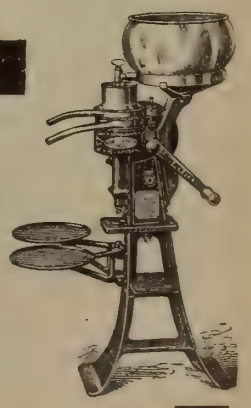
According to a recent letter written by Prof. Carson, in charge of the Dairy Department of the Manitoba Agricultural College, under whose direction the tests in the dairy division of the exhibition were conducted this year, the object of the competition carried on was to test the knowledge, ability and skill put forth by the different competitors in converting the fat of the milk into butter of fine quality. In no shape or form did it consist of a test or comparison of the different machines in use, neither was there a prize or award offered for such. "As director in charge of the exhibit, and also judge of the competition," says Prof. Carson in a letter on the subject, "I took special pains in making this clear to the representatives of the different machines. Tests of the whole milk, skim milk and cream from each machines were made daily. These have not been given out to the public and are still in my possession. Without a knowledge of these tests I fail to see how any firm or individual can draw any conclusion or form a comparison of the work done by the different machines used in the competition." In another column will be found the awards in the dairy competition at the exhibition, and we have placed after the name of each of the winners the cream separator used in achieving success.

The Dairy Competiton Results.

Unfortunately, owing to lack of space, it was impossible to give the returns of the Dairy Competition, held at the Winnipeg Industrial Exhibition from July 11th to 17th in our last issue. It was one of the most successful contests held under the auspices of that department. Each competitor was given a quantity of milk to separate, the cream thus produced to be ripened and churned at the end of twenty-four hours. There were three different classes as follows: Section 1. Home dairy butter makers. Instructors or assistant instructors (past or present and first prize winners at previous Winnipeg Exhibitions barred. Section 2. Open to students or ex-students. Instructors or assistant instructors (past or present) and first prize winners at previous Winnipeg Exhibitions barred. Section 3. Free for all. Open to all.

In Section 3, first place went to F. W. Armstrong, using a De Laval Separator; second place to A. H. Matheson using an Empire machine, and third place to Miss E. Henricksson using a De Laval. In Section 2. the honors were captured by Mr. A. H. Matheson with an Empire, while Miss Henriksson and Miss Lewis, using De Laval machines got second and third place respectively. In Section 1, Miss A. W. Green won first place with a Magnet, Miss Carrick using a National getting second, and Mrs. Taylor with a De Laval third.

Throughout the competition aroused the greatest interest, and all the contestants, as well as the management, were thoroughly satisfied with the results.



The New Improved

De Laval Separator

Beautiful in Design Perfect in Construction Everlasting in Daily Use.

The New centre balanced bowl, with its separate spindle, is a triumph in separator construction, and the whole machine, from patented seamless "Anti-Splash" supply can, to the base, is a lesson in mechanical beauty, simplicity and convenience. It operates as smoothly and noiselessly as a watch and only one tool—a screw driver—is required to set the machine or entirely remove its parts.

Ask for new 1908 Catalog—it's as interesting and superior as the machine itself.

THE DE LAVAL SEPARATOR CO.

MONTREAL WINNIPEG VANCOUVER

A Code of Ethics for the Trade.

Shortly after the great panic of 1893, when business men were just recovering from the demoralizing influences that had then predominated, the Carriage Makers' Club of America issued for publication in the trade papers what was termed "A Code of Ethics for the Vehicle Trade." The publication of this document had for its object the encouragement of honorable competition, and was intended to foster harmonious relations between the different factors engaged in the vehicle trade. Many men across the line consider this the best thing ever written in the way of a code of ethics for trade government, and accordingly a number of the papers there are reproducing it. It will be new to practically all the members of the trade in Western Canada, and is worthy of their careful study at this particular time, when it comes as an exceedingly appropriate reminder that honorable competition is a sign of health and vigor in business.

The code says:

1. Believing the way to make competition honorable and healthy is to begin at home and that the development of moral and intellectual manhood is one of the most important factors for business success, therefore test every transaction rigidly by the standard of truth and justice.

2. Take advantage of no man's ignorance nor confidence to misrepresent or overcharge.

3. The prices made by a manufacturer to a dealer are supposed to be high enough for the manufacturer and low enough for the dealer to cover all risks involved, and having been virtually agreed on should be rigidly adhered to. In other words, "a bargain is a bargain," and should be respected alike by dealer and manufacturer.

4. Be strict in promptness in fulfilling all promises, and make no promises that you are not able to keep.

5. Strive to earn a reputation for intelligence, honesty and ability in your business.

6. Make the friendly acquaintance of your competitors, and study their ways and methods.

7. Know your own business, its possibilities, the capacity of your factory, the abilities of your employees, and the character of your market.

8. Do not overrate your financial strength, nor that of your customers, nor your credit at banks, but keep your business always in safe limits.

9. Insist on the strict fulfilling of obligations on the part of your customers, otherwise you may spoil them.

10. Be exact in all things. Employ the best system in your factory and office, and require exactness from all under you.

11. Know the cost of every article you sell, including labor, material, rent, office expenses, selling expenses, and any other items which should enter in such as a proportion of bad accounts, wear and tear, depreciation in values.

12. Let the profits of your business come from a legitimate margin at a fair selling price, not from cutting the wages of employees, deductions on bills, or overcharges on extras, or by selling inferior goods.

13. Do not let your competitors make your prices.

14. Do not buy trade by inducements which you cannot continue, or by commissions to your customer's employees. Let your competition be always on as honorable a basis as you would like to have toward yourself.

15. Treat a young competitor with friendliness and get his gratitude by helping him. It is better for you that he should succeed than fail and throw a lot of goods on the market at ruinous prices, or struggle along at cut-throat prices which react on you; co-operative competition is better than the other kind. Ignorance is a dangerous factor in the business—therefore impart your knowledge, and you may gain as much in return.

16. The young employer who does most of his work himself should make a better percentage of profit than he who hires all his work done, but that should not furnish a reason for cutting prices. He ought to get more, because he should do the work better.

17. Do not let a rush of business tempt you to enlarge your shop capacity unless you have abundant capital to take care of it, and you are sure the increased trade will stay with you.

18. Do not envy your competitor who appears to be doing a rushing business at prices that have no profit in them.

19. When a prospective buyer exhibits to you the prices of a competitor before buying of you, you may conclude that he would exhibit your prices to others.

20. It is a good plan to quote high prices, or none at all, to the fellow who is just looking around and is going to buy where he can get the best job for the least money. He is sure to buy where he will be bit the hardest and his trade is not worth courting.

21. When you make a customer, keep his trade by fair and square dealing—give him his money's worth—no more, and let your work be always uniform.

22. Protect your customer's trade by all means in your power, and insist that he get a fair retail price for your goods when he sells them. If he fails to do this you should look for anther representative in that town.

23. Don't sell work to anyone who will use it as a stool pigeon to sell other work. Your reputation is valuable to you, therefore guard it sacredly.

24. Do not sell at retail where you are fairly represented by a dealer, and don't sell at retail in any case save at a fair retail price.

25. Prices and terms of sale are matters that should be entirely within the control of the seller. When they are not, the fault is one for serious consideration and retrenchment.

26. Do not countenance or lend your influence to boycotting schemes, for the spreading of injurious rumors about your competitors, or about others in your business for any purpose whatever.

27. Any one who is regularly engaged in the business of buying and selling vehicles is a dealer, but it is important that a carriage manufacturer shall be represented by a dealer who is able to carry a stock and do business commensurate with the demands of his locality.

28. When a carriage manufacturer gives away territory to a dealer in which to sell his work he is supposed to do it for a consideration. The dealer is expected to sell as much or more work as the carriage manufacturer could in the same territory. This involves mutual protection between the dealer and the manufacturer; therefore, what is good for one is good for the other, and any action affecting both that cannot stand that test may well be mistrusted.

29. A dealer who buys indiscriminately and refuses to push any special maker's work is not entitled to the same favor and protection from the trade that is accorded to one who is endeavoring to make and sustain a reputation on the work of a reliable manufacturer.

30. For the safety of business and mutual protection any information which is important and is asked for should be freely given in reference to the commercial standing of any one not a direct competitor, but always in confidence, and should be so accepted.

31. The question of guarantee is always a perplexing one, because no matter what the formula the good will of the customer must be kept even though their claims seem

The Gold Medal Winner

The Flour City Gasoline Plowing and General Farm Engine demonstrated its superiority at the Winnipeg Industrial Exhibition by winning the Gold Medal in the International Competition, proving it capable of plowing more land at a less price than any other gasoline tractor on the market. Large drive wheels,—give best results. Our four cylinder engine—perfect in design and construction. Weight 12,500-lbs.

Let us send you Catalogue and Particulars.

KINNARD-HAINES CO.

830 44th Ave. North, MINNEAPOLIS, MINN., U.S.A.

often unwarranted. It is, therefore, advisable that every complaint be fully investigated before damages are allowed, and the dealers are urged to aid in this matter.

32. As are the principals in a house so will their employees be; therefore be always careful of your example.

33. Require of every employee the same faithful conduct that you have marked out for yourself.

34. Encourage efficiency and ability, and reward it adequately.

35. If an employee is maifestly unfitted for the business, but well adopted for something else, advise him kindly as a friend, and help him to secure the occupation suited to his talents.

36. The careful education of employees in matters essential to the success of the business always pays, because it makes them more efficient, and in time will elevate the trade by placing men qualified at the head of future business houses.

Settlements will Be Expected Promptly.

A few weeks more and the collections season will be in full swing throughout the West. Dealers will be getting after their customers for settlements, and will be making preparations to cover their indebtedness to jobbers and manufacturers.

As one canvassed the trade locally during the latter part of last month, in order to get a line on the prospects for money this fall, he found that practically all members of the trade, as well as wholesalers in other lines, are looking forward to large returns in cash during the ensuing four months.

Basing an opinion on the different reports received respecting the crop, including those from special correspondents and those returned by the different excursion parties that have toured the country to investigate actual conditions, it seems that the yield for the West for wheat will reach approximately a little over a hundred million bushels, so that with present prices prevailing farmers should have plenty of cash this year.

From what can be learned here it is the intention of companies holding farmers' paper to prosecute collections vigorously this fall, and it behooves dealers to follow their example and do the same. The different jobbers will be expecting members of the retail trade to make full returns on their notes, etc., this season, consequently "a word to the wise is sufficient."

As affecting future prosperity it is essential that as much money be got in this year as possible. While money is more in evidence now than it was a few months ago the market has not yet fully recovered from the recent depression, and it will not regain its bouyancy until the bulk of outstanding indebtedness is wiped out.

The collections situation demands the careful attention of every dealer this year, both in his own interests and that of the entire trade. Settlements will be expected promptly, and every retailer should insist on getting his money from debtors.

MR. DEALER—Do you know that

CATER'S WOOD AND IRON PUMPS
STAR WINDMILLS
GASOLINE ENGINES

Are the best made in the West, and our prices are the lowest.

SEND IN YOUR ORDERS FOR FALL TRADE AT ONCE

Your orders will receive prompt attention if sent to us. Write for Catalogue. Address;—

BRANDON PUMP & WINDMILL WORKS

Dept. D BRANDON (H. Cater) MAN.

A New Record for Canadian Made Goods

During three weeks in July last the Sawyer and Massey Co. shipped from their Factory at Hamilton over fifty carloads of machinery, in addition to their numerous consignments of less than carload lots,

And from their Branch Warehouse at Winnipeg over fifty carload lots in ten days.

SAWYER & MASSEY COMPANY, LTD.

Factory: Hamilton, Ontario. **WINNIPEG.**

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published Monthly by
Canadian Farm Implements, Ltd.
F. D. BLAKELY, Manager
901-2 UNION BANK BUILDING,
WINNIPEG, - - CANADA
Telephone 518

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solicited from dealers, jobbers, general agents, travelling salesmen, manufacturers and others, on matters pertinent to the agricultural implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign name. This paper reserves the right to edit all matter submitted but does not undertake to endorse opinions expressed in its correspondence columns.

Member Western Canada Press Association.

Entered in Post Office at Winnipeg as second class matter.

WINNIPEG, CANADA

SEPTEMBER, 1908.

Two Resignations Result from Friction.

For the second time within five weeks the officials of the Manitoba Agricultural College have been called upon to consider the resignation of a member of the faculty. In the first instance Mr. W. J. Carson, B.S.A., Professor of Dairying, was compelled to resign owing to some friction with the management, while in the second case, Mr. J. Albert Hand, Lecturer in Field Husbandry, has followed his example, and, it is said, for a similar reason.

For months past rumors have been in circulation to the effect that all was not perfect harmony out at the college and it is stated that those who have taken the trouble to do a little investigating have had no great difficulty in arriving at some idea of the cause. Whenever approached by representatives of the press on the subject members of the college staff have been exceedingly reticent and have persistently maintained an attitude of silence. Despite this, however, it was possible to gather from remarks passed that all of those connected with the institution were not at all satisfied with the internal management.

It is regrettable that friction has arisen out at Manitoba's school of agriculture, and it is to be regretted especially that Prof. Carson and Mr. Hand have found it necessary to tender their resignations, either from the cause assumed or any other. Both are gentlemen well and favorably known throughout the province, and both have enviable reputations for their abilities in their respective departments. On dairying subjects Prof. Carson is admittedly one of Canada's foremost authorities.

Rumor has it that these gentlemen will cease their connection with the institution about October 1st. It has been learned that Mr. Hand will return to agricultural journalism, in which he was engaged previous to his appointment on the College faculty. He will join the staff of the Farmer's Advocate of London, Ont., as associate editor. Prof. Carson's plans have not yet been announced.

The Country is Bound to Suffer.

Many members are worrying about the possible effect the mechanics' strike on the Canadian Pacific Railway is going to have on the country. It is deplorable that the trouble has arisen between the men and the company. As to the merits of the case each dealer will have his own opinion, but outside and beyond that what all are interested in is the probable effect that the struggle is going to have on the country at large.

It is now a month since the strike was inaugurated and as yet no steps have been taken, either by the railroad company or the mechanics, or any outside parties, looking towards a settlement. Here we are well into the harvest and already there is considerable grain waiting to be transported, and what is the outlook? Simply that a tie-up faces the West.

That the situation may be fully realized look back at other years. Under the most advantageous conditions, with a full force of competent men working and every car and engine available and in good order, the company have had great difficulty in moving the grain from the districts tapped by their own lines to the lake terminals. They have always contended that this state of affairs was brought about through lack of motive power, and there is no reason to doubt this.

If such was the case then what is likely to be the result now? The strike came into effect almost three weeks before any grain was ready for shipping, so that the engines were given a splendid opportunity to get into a state of dis-repair. In this most important department the company are badly crippled at the present time and are likely to remain so for some considerable time yet. In the face of such a condition it is hardly to be expected that the Canadian Pacific Railway, strive as they may and as they surely will, will be in a position to handle the crop as efficiently and as expediently as in former seasons. For this reason a general tie-up is looked for throughout the West, that is in so far as this particular company's lines are affected.

It is unfortunate for the country that the men saw fit to precipitate the strike when they did, and there can be no doubt but their action at this season has cost them considerable public sympathy. Nevertheless from the standpoint of the men it must be admitted that it looked like the psychological moment. At any rate it was the almost unanimous opinion of the workmen that this was the best time to go out.

At the moment there does not appear to be any prospect of settlement. From all accounts the men are determined to make the company accept their terms and vice versa. Naturally the whole country is going to suffer. This prompts the thought that it would be wise for the different Boards of Trade of the West to take the matter up and see if something cannot be accomplished to relieve the situation. If the idea is worth trying it is worth trying immediately.

Get After Business Now.

The rumble of returning prosperity is heard throughout the land. Another crop is harvested, and threshing is now in full swing across our broad and fertile prairies. Business men have their ear to the ground, and already there are numerous indications of increased activity in the realms of trade.

Travellers returning from different points in the West state that dealers appear to be holding off placing orders until after the collections season. They state that members of the retail trade are content with carrying the smallest possible stocks, and that as a rule there is no evidence of any desire on the part of dealers to get out and hustle hard after business.

Now while caution in the past has been exceedingly prudent, it is liable to result in an undesirable condition if carried too far. Unless farmers see that business men are out for business they will be content to delay their buying until another season. The period of trade stagnation is past and it is expected that merchants and dealers will begin to get after orders. Unless they do things are liable to continue along in the same old rut, and nobody desires this. The most effectual means of dispelling trade depression is to hustle harder for business, and where there is money results are bound to follow. There is a splendid money outlook now, so that the time looks opportune for dealers to get after orders for immediate or future delivery.

The Winners in Our Popular Voting Contest.

First, Bourke, 4,600 votes; second, Ribble, 3,300 votes; third, Kohlman, 2,400 votes.

In the briefest possible manner the above tells the final story of the result of our Popular Voting Contest, conducted with a view to ascertain who, in the opinion of the trade, was entitled to be considered the most popular travelling salesman connected with the agricultural implement, vehicle, or thresher business in the Province of Saskatchewan. Under the rules of the competition Mr. William Bourke, of the Parlin & Orendorff Canadian Plow Co.; was successful in securing the greatest number of votes. Accordingly the judges declare that he is entitled to the honor, as well as to our premium of One Hundred Dollars in Gold.

It has been a strenuous struggle, particularly during the past two months. On many occasions but a few votes have separated the three who headed the list. First one would forge up to the top, only to be displaced by his fellow competitor a few days later. During August it was almost a continual see-saw. At the start Bourke led, but Ribble overhauled him, only to lose his hold after a few brief hours. Then Ribble came up again and Bourke went down, but the latter succeeded in getting in the van of the procession about the middle of August, and despite the fact that he was taken sick at this time and was compelled to stay in his bed for a fortnight, maintained

and increased his lead to the finish. A couple of members of the P. & O. staff took up his fight, and how well they performed their self-appointed task is evidenced by the final count.

Mr. Bourke put up a dandy fight. From the day he started until the time he took sick he worked steadily, and his victory is altogether attributable to his consistency, his energy and his enthusiasm. Those connected with the same firm as he is worked eagerly for him, and that had a big lot to do with the finish. We congratulate Mr. Bourke, and will have much pleasure in reproducing his receipt in a future issue.

Mr. H. J. Ribble, of the Ontario Wind Engine & Pump Co., got second place and twenty dollars in gold. Had he got into the Contest at the start, instead of waiting until four months had elapsed, he would surely have polled the largest vote. He commenced on July 9th, and in that time has totalled a splendid aggregate. Had he received any assistance the result might have been different, but he conducted his campaign single-handed, with the exception of eighty votes sent in by a fellow-traveller, and he certainly gave Mr. Bourke a good run for the money. We much appreciate his work and the kindly spirit in which it was performed.

Mr. H. H. Kohlman, of the John Deere Plow Co., gets 3rd place and ten dollars in gold, he certainly made a game struggle, and to him Canadian Farm Implements feels especially indebted. When our proposition was announced he took it up most enthusiastically, stating that, win or lose, he would do all he could in our interests. His was the first entry we received, and during the opening three months of the competition he led all the way, tieing for first place at the end of the fourth month. Even though he did not capture the honors he made a most creditable showing, and we sincerely thank him for his efforts on our behalf, and fully realize how well he has lived up to his promise to help us along. Even when aware that he was falling behind he kept working away all the time, and almost every week brought us a money order and a list of names from the genial H. H. He fought the contest out without any help to speak of, and we thank him again.

The other contestants are too far back to necessitate any detailed statement. However, we take this opportunity of thanking each and all who participated in our Contest, and sincerely trust that should we ever institute another we will get the same loyal support and co-operation from members of the trade in the Mighty West.

JUDGES' DECISION

IN OUR

POPULAR VOTING CONTEST

WINNIPEG, Canada, September 8th, 1908.

TO THE IMPLEMENT TRADE OF WESTERN CANADA.

WE, the undersigned, hereby declare that we have carefully examined the records maintained by the publishers of Canadian Farm Implements in respect to their Popular Voting Contest, conducted for the purpose of ascertaining the most popular travelling salesman connected with the trade in the Province of Saskatchewan.

After careful scrutiny we find that the Contest has been carefully and systematically conducted, that the records have been thoroughly looked after, and that no partiality has been shown to any particular candidate by the publishers.

We find that MR. WILLIAM BOURKE, of the travelling staff of the Parlin & Orendorff Canadian Plow Co., has been successful in securing the largest number of votes to his credit, viz, 4,660, and we therefore declare him to be the winner of the One Hundred Dollars in Gold, under the rules laid down by Canadian Farm Implements as the most popular travelling salesman connected with the trade in the Province of Saskatchewan.

Further, we find that MR. H. J. RIBBLE, of the Ontario Wind Engine and Pump Co., has been successful in securing second place with votes to the number of 3,300 to his credit, and we therefore declare him second in the Contest, and award him $20.00 in gold

And we further find that MR. H. H. KOHLMAN, of the John Deere Plow Co., has been successful in securing third place with a total number of 2,400 votes, and we therefore declare him third in the Contest, and award him $10.00 in gold.

(Signed)

Declared before me at Winnipeg, in the Province of Manitoba, this 8th day of September, 1908.

(Signed)

G. W. BAKER.
Notary Public

F. D. BLAKELY,
Manager, Canadian Farm Implements.

J. E. RUBY,
Manager, Frost & Wood Co.

P. W. L. BRIAR,
Manager Stewart-Nelson Co.

Personals.

Mr. F. M. Smith, of Kelwood, Man., has been succeeded in the implement and vehicle business by Mr. F. H. Baker.

Wright & Brock is the name of a new partnership that recently opened up in the implement and vehicle business at Buringham, Sask.

Mr. J. F. Wood has commenced an implement and vehicle establishment at Elbow, Sask.

Mr. J. H. Hodgins recently started an implement warehouse at Eyebrow, Sask.

Mr. W. H. Kerr is the name of a new member of the implement trade at Wynward, Sask.

A new concern, to be known as Brenton Bros., recently started in the implement business at Scott, Sask.

Mr. A. J. Murray recently opened up in the implement and vehicle business at Semmons, Sask.

A. E. Harrison, implement and furniture dealer at Wellwood, Man., recently disposed of his business to Mr. A. J. Grant.

Mr. H. H. Gracey, representative of the Dominion Carriage Co., of Toronto, in Western Canada, was in the city for a couple of days the latter end of August on his way to the factory, where he expects to remain for a short time after the closing of the Toronto Exhibition. He had just completed a trip through the West as far as Calgary and reported business much better than he anticipated when he started out. Discussing the crop he informed us that in some sections frost had done a little damage, but that in the main there was every indication of a prosperous year for the farmers.

Since our last issue Mr. William Bourke, of the Parlin & Orendorff Canadian Plow Co., has been confined to his bed through illness. He was on his way to make a trip up the Yorkton line but was taken so sick that he had to come home. We join with his many friends in stating that we are glad to see him round once more.

Mr. H. W. Hutchinson, general manager of the John Deere Plow Co., recently arrived home from an extended visit to points East and South. While away Mr. Hutchinson visited the Quebec Tercentenary celebration, where he spent a most enjoyable time. He also spent several days at Brockville, Ont., the home of the Canada Carriage Co., and also called on the

Speight Wagon Co., at Markham, Ont., and J. Fleury's Sons, at Aurora, Ont. Crossing the line he stopped off at Chicago, Moline, Minneapolis, and a number of other points. He was accompanied on his trip by Mrs. Hutchinson, who was taken seriously ill on the road home. It is understood that she is now out of danger and speedily recovering her health.

It is reported that Austin Bros. have sold out their business at Mannville, Alta.

Mr. William Moffat recently started in the business at Manor, Sask.

Mr. J. O. Keast is a wagon maker who recently went into business at Pense, Sask.

H. McKenzie & Co., of Battleford, Sask., have opened a branch warehouse at Scott, Sask.

Pringle & Johnston Bros. is the name of a new firm that has opened up in the implement and vehicle business at Venn, Sask.

Mr. John Watson is the name of a new member of the implement trade. He started at St. Louis, Man., a short time ago.

Brenton Bros. have established themselves in the implement and vehicle business at Glen Logan, Sask.

W. G. "Bill" Parsons, traveler for McLaughlin Carriage Co., was in the city for a day or two. Reports prospects for business good.

Mr. George Riddle recently took over the agricultural implement and vehicle business of Mr. E. M. Freeman, at Hilton, Man.

Brindley & Boomer is the name of a new concern that recently commenced in the agricultural implement and vehicle business at Kutawa, Sask.

Mr. D. J. Taylor, Mgr. of the Cockshutt Plow Co., Regina, recently spent a few days in the city representing the Regina Board of Trade before the Railway Commission.

Mr. H. P. Hansen, and Mr. E. Ellwood, joint managers of the Empire Cream Separator Co., recently made trips West in different directions in their firm's interest. Both report a splendid outlook for the sale of cream separators in the future.

Mr. R. McKenzie, manager of the McLaughlin Carriage Co., returned from a visit to the factory of his company at Oshawa, Ont., since our last issue. Mr. McKenzie reports his company working up to the limit right along, and stated that at the present time they are erecting an additional factory in connection with their manufacture of automobiles. He thoroughly enjoyed himself while away.

Mr. Joseph Maw, president of Joseph Maw & Co., recently returned from Chicago, where he went to consult a celebrated specialist in heart diseases. Since shortly after his return from abroad Mr. Maw has not beeen enjoying the best of health, and his local physician advised him to make this journey in hope of securing aid. We sincerely trust that he will be benefited by the course of treatment which he intends to undergo.

Mr. C. D. Ellwood, who represented the Parlin & Orendorff Canadian Plow Co., in Saskatchewan ever since their entry into this country, and who was connected with the staff of Wm. Johnston & Co., their predecessors, recently he has gone on the road for the American Seeding Machine Co. We wish him every success with his new employers.

The Harmer Implement Co. recently concluded arrangements with the White Sewing Machine Co., of Cleveland, Ohio, to represent them in Western Canada. This machine has a wide reputation for excellence of work and thoroughness of construction and the Harmer Implement Co. are to be congratulated on securing the agency. They will endeavor to place local agents at all points and prefer dealers in implements and vehicles to any others.

Mr. Frank R. Packham, patent and improvement expert for the American Seeding Machine Co., with headquarters at Springfield, O., was in the city recently on a short visit to the local branch of the company. While here the different Western travellers of the American Seeding Machine Co. were in, and were duly posted on a number of new improvements that have been made on Superior, Hoosier and Kentucky drills for next season's business.

W. J. May, floor salesman for the Cockshutt Plow Co., is back to work again after a pleasant holiday. While away he called on many old friends at Portage la Prairie, Minnedosa, Brandon, etc., and stated that he had an A1 time. Discussing the crop he stated that it was quite equal to all expectations, and in his opinion would prove one of the most profitable ever harvested by the farmers in the districts named. Naturally Mr. May is looking forward to an active fall and spring trade in farm implements and vehicles.

Mr. H. T. Helgeson, of Regina, has purchased the plant and assets of the Royal Mfg. Co. and now owns the concern lock, stock and barrel. The business in future will be conducted under his name, and he will continue to handle the lines heretofore represented by the Royal Mfg. Co. including windstackers, belt guides, oil pumps, sieves, and various other lines of thresher supplies.

Mr. E. A. Mott, western manager of the Cockshutt Plow Co., arrived home a few days ago from a four weeks' visit to the big factory of his company at Brantford, Ont. Discussing conditions in the East Mr. Mott stated that the plant was starting on the manufacture of goods for Western delivery. Asked as to the likelihood of any reduction in prices for next season's implements Mr. Mott said it was not at all possible for the reason that most manufacturers are carrying large stocks of raw material and unfinished goods from last year. While there has been a considerable reduction in iron and steel prices, it does not affect various classes of these commodities. For example, plow steel is selling at the same quotations as prevailed a year ago, and the market is even firmer in tone than at that time. Speaking of the general feeling in the East our informant said that the manufacturers were very sanguine regarding possibilities for the future and all who have large credits in the West are looking to see them pretty well cleaned up this fall.

Another Motor Competition Next Year.

At a meeting of the directors of the Winnipeg Industrial Exhibition Association, held during the past month, it was decided to continue the competition for light agricultural motors another year. It is the intention to carry the contest out on a much larger scale than that attempted this season, and to introduce a number of additional features that the late competition demonstrated would prove of additional value and interest to manufacturers and dealers as well as to farmers. Full particulars will be worked out at an early date and all makers of motor tractors will be notified this fall.

The Secrets of Buyiug and Selling.

Every dealer has heard it said that "goods well bought are half sold," while the truth of this aphorism has been gained by many in the hard school of experience. Among business men it is well known that many men have an innate faculty for making good bargains, while others have no aptitude in this direction whatever.

Good buying does not simply consist in making careful selection of various lines and in buying the articles at a low price. It is true that these are the most important factors, but there are others of a minor nature that frequently determine between success and failure in purchasing. Included among the latter is time of delivery, special discounts, and date of settlement. Every careful buyer pays strict attention to details in closing any contract, and is never willing to take anything for granted.

The shrewd buyer only purchases goods for which there is likely to be a demand among his customers. He avoides lines that have not proven a success in his district, and does not overlook lines that have had a big sale. In the matter of specialties he is wholly dependent on his own idea of what his class of customers will and will not buy. This is generally governed by conditions, and it is here that a knowledge of conditions plays an important part. Customers with plenty of money will generally be prepared to buy a class of articles for which there would be no sale in a district where cash was less plentiful, and this phase frequently affects quality. This makes it imperative that a dealer be well aware of the existing circumstances in his territory.

Having bought the goods, and after they have been delivered, the next step is their sale. Here lies profit and loss. If a man overlooks satisfaction to his patrons he forfeits their custom and faces ruin; consequently satisfaction is one of the main things in making a sale. Don't overestimate what an article will do, rather underestimate its powers.

Making a price and sticking to it is a qualification in which many members of the retail trade are lacking, and yet to cut prices is to eventually demoralize business. To always get his price a dealer must be a tactician, he must be patient, persevering, and genial. Sometimes he'll lose a sale, but the man who would not buy from him will respect him and his custom may be won back in the future.

Good buying and selling lie in getting the goods at the right price, at the right time, taking advantage of the discounts, making prompt settlements, displaying the various lines, making a price and sticking to it, giving satisfaction to customers, and being tactful and patient even with the most irritating buyer.

John Deere Plow Company, Limited,

ANNOUNCE TO THE TRADE

That in addition to their already large lines they have made exclusive contracts for many new ones. Comprising :

Splittstoser Sprayers

Dowden Potato Harvesters

Bissell Disc Harrows

Success Manure Spreaders

Wheeled Disc Harrows

"New Deal" Wagons

"Reindeer" Vehicles

and the original

Van Brunt Shoe / Disc Drills

We will have more to say in the next issue of Canadian Farm Implements respecting these.

TO INCREASE YOUR VOLUME

SECURE CONTRACT WITH

JOHN DEERE PLOW COMPANY, LIMITED,

110-120 Princess Street, WINNIPEG.

BRANCHES :

REGINA CALGARY EDMONTON

Regina.

A meeting of the Regina Wholesale Implement & Carriage Dealers' Association was held on Saturday August 29th with the President, Mr. Geo. Hinchley in the chair. Mr. William Bradford, of Weyburn, was present at the meeting as a representative of the Saskatchewan Threshers' Association, and on behalf of that organization asked for some financial assistance. In view of the fact, however, that no statement was submitted the matter was left over for future consideration.

The Cockshutt Plow Co. have built a 40 x 80 addition to their building. This new structure will be used for additional storage.

The implement dealers report sales of harvesting machinery as being very satisfactory but not exceptionally heavy. Sales of mowers and rakes have been light this season and Mr. G. T. Forsyth, manager of the Massey-Harris Co. gives several reasons for this which if not highly satisfactory from the point of view of the implement dealer certainly must be from that of the farmer. Mr. Forsyth points out in the first place that owing to the wonderfully mild weather experienced last winter there was a considerable amount of hay carried over. Then again the hay crop this year was so abundant that it was easily cut and the amount required was quickly accumulated, whereas in a year when the hay is short it takes a better machine to cut it and generally two machines to do the work of one.

The farmers did not get through the last month without spending some very anxious moments, and it is not the farmers alone who have done the worrying but the merchants and implement dealers, in fact, every class of business men. When it comes down to the fine point practically every one in this Western Country is growing wheat, because on the success of the crop depends the prosperity of the whole community. On August 12th it commenced to rain early and rained heavily all morning, clearing very quickly in the afternoon and by evening there was not a cloud in the sky and what breeze there was came from the north. About 10 o'clock it looked very much like heavy frost but a little later a light breeze sprang up and the air seemed to turn warmer. The result was at this particular point the thermometer did not go below 34 degrees. That all parts of the province escaped equally well on this particular night I am afraid, however, is not the case. The action of frost is in many respects very similar to that of hail and travels in streaks, missing certain districts altogether and visiting others with those few degrees that just make all the difference. It must be borne in mind that on this particular date, August 12th, the grain, except in those districts where the crop was light and therefore further advanced, was in a very critical state. It would not come within the scope of this letter to cite the particular portions of the country that have been affected. Suffice it to say that as far as this particular district is concerned there has been practically no damage by frost. In a long day's drive through the district you will see the tenderest vine absolutely untouched. Here and there the potato tops are just singed. That the Regina district has been exceptionally fortunate this year both in having the requisite amount of moisture during the earlier part of the season and in escaping the frost later I think admits of no doubt.

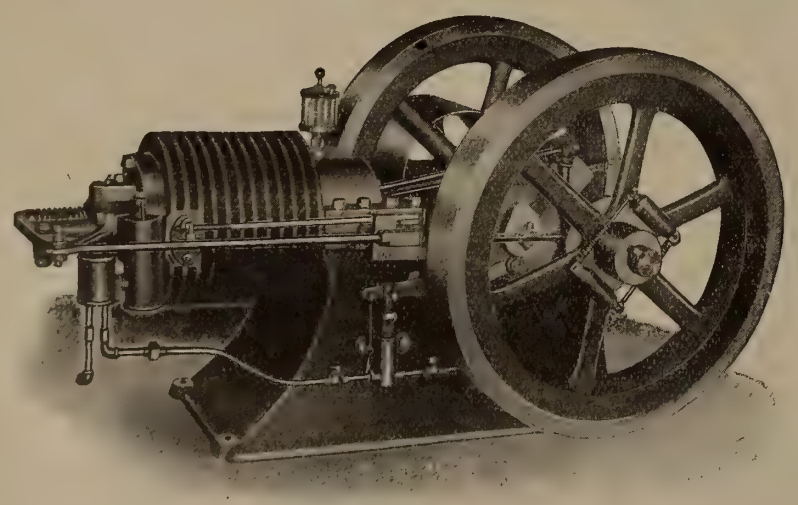
I noted the fact in my last report that the stubble crops were light in practically every district and though this is still a fact they have certainly picked up considerably owing possibly to the cooler weather at the beginning of August together with the rain we had Many farmers when they get the binders into the stubble crop are surprised to find how good it is, and some of it will yield twenty-five bushels to the acre. Speaking again only for this particular neighborhood the better crops in the district will average twenty-five bushels to the acre, but on lighter lands, and where they did not have as much rain the average will not be over twenty bushels. Should I have the temerity to discuss the sample it might reasonably be said that I was assuming too much the role of the prophet, but, broadly speaking, the grain on the lighter land will not be found quite plump enough to grade above No. 2. Northern, whereas the grade on the heavier land should nearly all go No. 1 Northern.

Oats on the whole are certainly a light crop. There are a few places where the yield will run up to the 100 bushel mark or over, but these are certainly the exception. The straw is short and possibly for this reason the crop is deceptive and may turn out a much better yield than I anticipated.

The weather for harvesting operations has been very fairly satisfactory on the whole. During the last week in August a good deal of rain fell right in Regina but again the city seems to have been the very centre of the rain fall and there was not nearly so much in the country districts. Cutting was, nevertheless, somewhat retarded. A heavy shower on the morning of August 31 was apparently the wind up of the broken weather and since that date it has again been fine and quite hot. Cutting in this district will be finished with very few exceptions by September 15th. The threshers are getting their outfits together and a good many of them will be starting at once. By September 10th the majority of them will have commenced operations.

We have had our own troubles with the congestion of the harvesters at this point during the last few weeks. The railway companies have been severely blamed for this in many instances because it was not at this point alone that this congested state existed. As a matter of fact the railway companies were not really to blame. Possibly the men who came West were led to believe that the wages would be higher than actually proved to be the case. Many of them expected to get from $2.25 to $2.50 per day, whereas farmers could secure all the men they required for harvesting operations at from $1.75 to $2.00 per day. These same harvesters are the hardest bunch in the world to handle and insist on going whither their own sweet will leads them rather than be guided into proper channels by the authorities who are familiar with the true situation. The congestion is always more acutely felt at the large centres to which points the majority direct their steps when unable to find employment in the country districts. Many of these men are no doubt deserving of much sympathy because they are able bodied men anxious to work, nevertheless, there were a few among them who were looking more for the wages than the work. It is to be hoped that the worst of the condition is now over and that the men are pretty well scattered over the country where employment can be secured and by the time threshing is in full swing there will be work enough for all the men in the country at the present time.

Marvel Air-Cooled Gasoline Engine



Embodies all the good features of modern gasoline engine construction. Built to withstand hard and continuous service.

Patented cooling device which cools directly inside of the combustion chamber.

All parts easy of access and guaranteed interchangeable. Small number of moving parts. No complicated fans. No water tanks. No bursting cylinders and water pipes in cold weather.

THE IDEAL ENGINE FOR THE DEALER TO SELL

BURRIDGE-COOPER CO., LIMITED

Winnipeg Manitoba

WANTED — A Professor to fill the chair in Dairying at Manitoba Agricultural College. Salary $2,000. Address communications to G. A. Sproule, Secretary, Advisory Board, Manitoba Agricultural College, Winnipeg.

International Harvester Company Adopt Liberal Relief and Pension Policy.

A benefit association and a pension fund have been formed by the International Harvester Company, of America, for the purpose of providing its employees with an income when sick or disabled by accident, and of making definite payments to their families in case of death. The plan of organization is the result of several months' work by a committee that has investigated the subject in this country and in Europe, and the benefits provided are believed by the board of directors to be the most liberal yet offered by any company to its employees.

As an inducement for employees to join the company agree to donate $25,000 towards the fund each year, provided fifty per cent. of the workmen join, while they agree to give $50,000 annually if seventy-five per cent. join. It is contended in some quarters that this allowance is over-liberal, but it is understood that the directors of the company feel that it is fundamentally sound; that it will prove beneficial to all employees, and therefore, to the company.

In brief, the plan provides that every employee who contributes two per cent. of his wages to the fund becomes a member of the association and is entitled to all its benefits. He is insured against death from sickness or accident, and receives half-wages while disabled by sickness or injury. The family of a man who is killed by an accident, either on or off duty, receives two years' wages. In case of death from illness,, one year's wages are paid. For example, a man earning $12.50 per week pays twenty-five cents per week dues. If sick and unable to work, he receives $6.25 per week. Should he die from an accident or lose both eyes, his family will receive $1,300. Should he die from the result of illness, his family will receive $650, in addition to the weekly half-wages paid during his illness.

Membership in this association is voluntary on the part of the employees, and in joining the same they do not waive any legal rights against the company in case of personal injury. The company receives no financial benefit, the association being solely for the assistance of its employees, who themselves choose one-half of the board of trustees from members representing the various plants and departments. The company guarantees the safety of the fund, and agrees to temporarily advance moneys to meet benefit requirements, to pay semi-annual interest at four per cent. on average balances, and pay the necessary traveling expenses of the board of trustees. Membership is open to every employee in the service of the company September 1st, without medical examination and irrespective of age.

Every employee is eligible to the pension fund. which provides, briefly, that any employee after twenty years of service, who has reached the age of sixty-five years, may retire on a pension computed as follows: For each year of active service—an allowance of one per cent.. of the average annual pay during the last ten years of service, with a maximum of $100 per month and a minimum of $18 per month. Retirement is optional at sixty-five years of age and compulsory at seventy, and service dates from the employment in any of the corporations whose business has been purchased by the International Harvester Co. There are quite a number of such old employees who are eligible for a pension. and many of them will be immediately pensioned and retired.

The Gasoline Engine and Horse Power.

Quite recently we heard a gentleman say: "There are very few who really know what 'horse power' in connection with the gasoline engine actually means. Some have one idea and some another and I am of the opinion that were you to run an explanation of what it really is you would confer a favor that would be instructive and profitable to a very large proportion of your readers." This suggestion appealed to us and we immediately went to work to study the subject and find some matter concerning it that would be reliable and, therefore, of benefit and value to the implement dealers of Western Canada, who are selling gasoline engines.

When reference to the power developed by a gasoline engine is made two distinct ways of estimating it are considered. One is the whole power developed in the engine, which is termed the indicated power, while the other is the power the engine is capable of transmitting to other machinery and which is known as brake power. Possibly the assertion, often made, that engine buyers are more interested in brake power than in indicated power is true, nevertheless it is well for dealers and others to know what is meant by indicated power.

In order to have the minimum amount of difference between indicated and brake power it is imperative that the engine must be built along the most approved lines. Its valves, piston, and bearings must be in good condition, and the ignition, timing and mixing devices must be in first-class working order. If an engine in operation shows ten horse power on the indicator and only seven horse power on the brake, there is a consumption of three horse power within the engine itself before any of its power can be transmitted to other machinery. This is used to drive the engine itself while the seven horse power reserve goes out for the driving of other machinery.

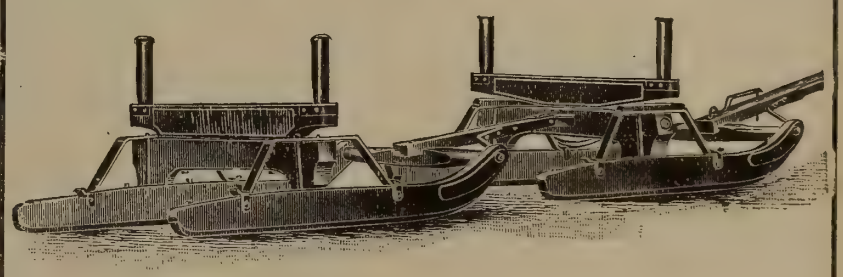
Actually there is developed within such an engine ten horse power, but it takes thirty per cent. of the power to drive itself and has seventy per cent. of the power developed in reserve for the operation of other machinery, and any engine that showed its ability by the indicator to develop ten horse power would be found three horse power short if attached to a machine that required ten actual horse power to drive it.

Discussing this question an exchange has the following to say regarding it: "A man may be misled by not understanding the meaning of the two terms, indicated and brake power. A seller may dispose of an engine of certain indicated power, and the purchaser may buy it for the development of so much power on the belt or other machinery. Both may be sincere in the belief that there is a perfect understanding between them, while in reality there is an honest misunderstanding."

An engine that will develop seven horse power on the brake or belt, and shows only nine horse power on the indicator, is better for the purchaser so far as fuel consumption is concerned than a seven brake or ten indicated horse power engine. The reason is this: the former consumes two horse power only for its own operation while the latter requires three horse power to keep itself under full speed motion. There is friction to the extent of one horse power more in the latter than in the former. consequently this power must be supplied by a greater consumption of fuel in order to overcome the extra resistance of friction.

There is, however. in connection with this matter of friction, another side that must not be overlooked by the dealer. Authorities on engine construction tell us that an engine built with light and delicate parts will run with considerably less friction than one that is strongly and heavily built throughout its entire working parts. The latter is subject to greater internal friction resistance and would deliver the necessary power to carry its load with ease, while the delicate parts of the lighter engine would be under a continual strain in transmitting the same amount

WILKINSON SLEIGHS



Made of the very best, bone-dry material.

Always track. Every part for each size made exactly in proportion.

Ironing is just in the right place, full size and enough of it to ensure great strength.

Do not be put off with inferior makes. The Wilkinson is right.

The Stewart-Nelson Co., Ltd.

WINNIPEG, Canada.

of power, and would, therefore, be liable to wear out much quicker than the heavier engine.

The heavier engine, while being required to develop one more horse power within itself to deliver the same amount of power to the belt, has the advantage of greater durability over the lighter type of engine, but it is desirable in the selection of engines to avoid extremes both ways.

As a rule manufacturers make a brake test of all gasoline engines shipped out. This record is kept and the maker, knowing approximately what the indicated power of each different sized engine is can immediately arrive at a fair estimate of the difference between indicated and brake power, and this is valuable information for the dealer to have and should be secured by him with the purchase of every engine. The tendency in gasoline engine construction at the present time is away from the extremely heavy engine and towards lighter weight and higher speed in the development of the same rated horse power.

To many persons the words "horse power" signify the power that can be developed by a good, strong average sized horse. When applied to gasoline engine power this is very misleading. It was so demonstrated at the beginning of the automobile era. Then some manufacturers reasoned that if one or two horses could draw a buggy or a carriage all day a one or two "horse power" gasoline engine would be sufficient to do the same with an automobile. Such reasoning was quickly exploded and to-day average runabout machines are equipped with engines varying in size from five to fifty horse power and over. The entire power developed by a gasoline engine is termed the indicated power, and the power the engine is capable of transmitting to the operation of other machinery is known as the brake power.

Pluck Wins.

"Pluck wins! It always wins, tho' days be slow,
And nights be dark twixt days that come and go,
Still pluck will win. Its average is sure,
He gains the prize who can the most endure,
Who faces issues—he who never shirks,
Who waits and watches and who always WORKS."

Discrimination in Granting Credits.

From the reports received at this office during the past couple of months a very large number of new dealers have commenced in the agricultural implement and vehicle business throughout the Western provinces. Undoubtedly many of them are young men just entering on their career, some of them, no doubt, having had but little experience in the running of a modern business on the most profitable lines.

Beyond question all of these men will be called upon to do a credit business, some more than others as determined by the progress in the different districts in which they are located. The time has not yet come, if it ever will come, when the implement and vehicle business can be conducted on an absolutely cash basis, so that it is important that these dealers take the matter of granting credits into serious consideration.

The first thing that each individual must settle for himself is the question of how much credit he can afford to grant to the farmers in his district. Too many dealers never consider this at all, and that is one of the great drawbacks of the business. A dealer's capital will permit him to give a certain amount of credit, but beyond that amount there is every possibility of his foundering on the rocks of disaster.

Having decided what amount of credit can be given with safety and without fear of insolvency the next thing is to take care that the parties to whom the credit is granted are thoroughly reliable and responsible. There is no money in giving out goods to a farmer who has a bad record or who is known to be an undesirable customer. In all likelihood it will mean loss in the end, and the dealer going into business cannot afford to take any chances.

When a farmer makes application for goods on time there are several points on which the dealer should be satisfied: (1) Has he a fair business education? (2) Has he a good record as a farmer or has he been a failure? (3) Was his failure due to carelessness, dishonesty, or circumstances over which he had no control? (4) Does he drink to excess, gamble or speculate? (5) Does his past record show that he lives up to all contracts he enters into? (6) Is he known to have purchased goods and then tried to get out of paying for them by finding fault with them? (7) Is he known to have returned goods after purchasing for the reason that he discovered he could purchase similar goods elsewhere for less money? (8) Are his business methods known to be clean and above board? (9) Does his past record show that he pays promptly? (10) Is he married?

If the farmer is a new man in the district there is much of this information that any dealer will have difficulty in securing, but an effort should be made to get as complete particulars as possible. Having secured this there is the matter of security and it is the business of every dealer to see that he is properly and thoroughly protected against loss.

All sales should be made with a cash payment and notes for the balance. These notes should be as short date as possible, the shorter the better for the dealer. All notes should be accompanied by security or endorsed by some responsible party in the district. Every dealer should take every precaution possible to guard himself from loss. That is requisite and necessary for the benefit and protection of his creditors as well as for himself. When the dates of settlement arrive the dealer should look for immediate payment, and unless extenuating circumstances prevail, should insist upon getting it. The companies from whom he purchased his stock are looking for their money and consequently the dealer must make preparation to fulfil his obligations.

Before granting credit be sure that the party to whom it is given is reliable and trustworthy, get cash payment and short date notes for the balance, insist on satisfactory security, and look for immediate payment on due dates. These are some of the essentials of a winning business.

Don't Miss Your Chance.

Have you an idea in your mind for improving your work? Have you an invention simmering in your gray matter? Do you think you have a special aptitude for some vocation? If you have, then remember that if you don't act you likely will see some other fellow with a little more nerve than you get ahead and leave you wishing you had paid more attention to the promptings of your mind.

The head of a New York transportation company, which does much business with Europe, bemoans the fact that he didn't take a trip to the other side of the Atlantic ten years before he did. His own words were: "If I had known ten years ago what I know to-day, after making the journey, I would have made many thousand dollars." Why didn't he go before? All the time he had it in his mind, but he hesitated and hesitated; put it off until some other fellow got ahead of him and secured the profits he could have taken.

"If you stand near a good thing," says Andrew Carnegie, 'plunge well into it. Fear is old-womanish; it has kept untold millions from making fortunes."

Who has not heard some man in an office or store say: "Well, I had that idea for which Willikens got promoted. What an idiot I was for not speaking up!" The world is full of such loiterers.

A prominent manufacturer says that he knows from experience the folly of delay. Eight years ago he thought out a small mechanical device; but though he drew up the plan, he never got a patent on his invention or acted in any practical way. It was just a foolish delay through a misgiving that he would be ridiculed if he tried to sell his idea. But a year after he had thought out his scheme, a device similar in every detail to the one he had drafted was placed on the market and the inventor made quite a fair amount of money out of it. At the worst, if a man thinks he has a decided improvement to suggest in his work, he can only get good naturedly turned down by his employer. Ability to suggest improvements shows initiative, and marks a worker out as possessing a progressive mind. In practical inventions there are fortunes.

Often laziness of mind prevents a man from acting. This fault is common with nearly every one in dealing with the untried and unknown. Goethe said to a man who consulted him about an enterprise, but mistrusted his own powers: "Ach! You need only blow on your hands!"

If you think you are a genius in any direction, either as poet, inventor, or "improver" in any way, get busy. The needs of the world are great, and if your ideas are valuable they are in demand. But see that you make a start. You can't make any journey if you don't take the first step.

WANTED—Professor of Field Husbandry for Manitoba Agricultural College. Initial Salary $2,000. Applications will be received up to Sept. 20, by G. A. Sproule, Secretary of Board of Directors, Manitoba Agricultural College, Winnipeg.

Lower Prices Not Likely.

Dealers who follow closely the trend of affairs in the iron and steel markets are wondering whether the recent heavy decline in the price of these commodities is going to materially affect the cost of implements for next spring.

Among local jobbers it may be said that there is no expectation of any reduction from the prices that obtained this season. It is well known that manufacturers' margins last year were exceedingly close, and even in the face of lower iron and steel prices implements at last year's quotations for next season's delivery would not afford excessive margins. In some quarters it is contended that the reduction in steel and iron quotations will be offset by increases in other directions.

If manufacturers could reduce prices without reducing margins that at present prevail it is altogether likely that they would do so, but as this is not considered possible under governing conditions prospects for lower prices for next season are not bright. However, the earlier the makers announce their intentions in this direction the better the trade will be pleased

Make Harmony, Not Racket.

There are salesmen who use no more art in playing on a prospect's mind than a novice shows in playing an organ. They fill the air with a big volume of sound, but they lack the technique that enables them to modulate their talk into an effective performance. There are principles of harmony in salesmanship as well as in music. To ignore them is to make dischords that lacerate a prospect's nerves. Try not to strike the wrong chords when you are playing your selling music. Use art in manipulating the keys. Be discriminating in handling the stops. Pull out that stop labeled "tact" and keep it on all the time while you manipulate the others. When the right time comes be ready to pull out the peg -"psychological moment to close." Give your performance all the fine shadings that make a pipe-organ recital worth hearing."—"Salesmanship."

METALLIC CEILINGS

Are Artistic, DURABLE, SANITARY, and FIREPROOF
Easily applied, Cannot Crack nor Fall Off

Send us a sketch showing shape and exact measurements of your ceilings or walls, and we will submit designs, estimates and illustrated booklet free.

WRITE US NOW

Metallic Roofing Co., LIMITED
Manufacturers
TORONTO & WINNIPEG
(46)

Adams' Wagons and Sleighs

Lead in Sales and Popularity.

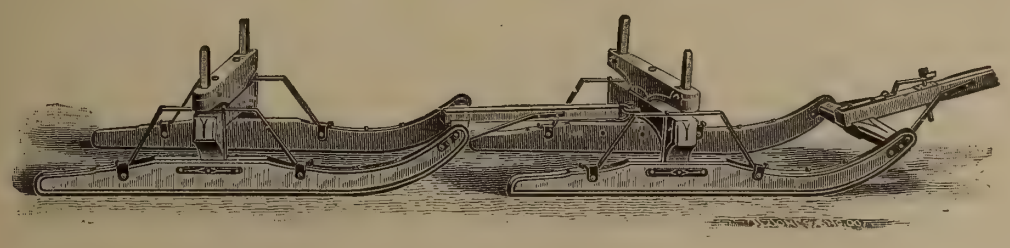
ADAMS' STANDARD WAGON.

The **ADAMS'** reputation for reliable goods is a very valuable help to the dealer in making sales and in holding his trade. Every farmer knows the "Adams"—knows by his own experience, or that of his neighbor's, that it is made of honest material and is durable and reliable.

ADAMS' WAGONS are made specially for us and are warranted by us.

We know from actual inspection during manufacture that nothing but the very best selected wood-stock, thoroughly seasoned, goes into their construction.

ADAMS' FARM SLEIGHS



ADAMS' FARM SLEIGH.
2 inch and 2½ inch Oak Runners. Reinforced Front Bench. Spring Steel or Cast Shoes.

Remember that all the Sleighs we handle are of the reliable "Adams" manufacture. There are lower-priced Sleighs of inferior quality obtainable, but we take greater pride in the quality of goods we furnish than to handle an inferior article in place of the **"high quality Adams" that you and your customers expect.**

COCKSHUTT PLOW CO., LTD.

Winnipeg **Regina** **Calgary** **Edmonton**

The Monstrous Abuse, Selling Without Profit.

By P. P. Hunter.

[An address delivered at the annual convention of the Carriage Builders' National Association of the U.S.]

A combination of circumstances is what usually precipitates a panic. So many excuses can be given as to the cause that one wonders why the preventives were not resorted to before matters got too bad. It is clear to the members of this association that there is a panic, pure and simple, existing today among the carriage manufacturers. Not that prices are going down—"Oh, no." They are about to go up. And they will and must go up—or somebody will go down. There is nothing that can prevent it—not even the backslider who has a capacity of 30,000 to 50,000 vehicles per annum, and a price of oonsty oon dollars and 95 cents to offer, with bills dated many months and 5 per cent. for cash after the summer is over.

This part of the story is as old as the rusty rail on the dash. Some thanks are due to the accessory trade. They, too, had a panic about three years ago, and they set about quietly to stop it and to prevent a recurrence. They compared costs, expenses, terms, wages, abuses—then prices. Possibly they agreed on territory or allotment of customers in some lines. But one thing we know they did do—fix the prices and stand by them. For three years past the accessory people have claimed that all conditions made it necessary for them to advance somewhat over the prices of the previous year.

This brings us up to the present condition of the carriage manufacturer who in some cases put on a small advance last year. But this fall he finds he only added about a third or a half what he should have added, and finds that he figured too closely.

Owing to the scarcity of many kinds of material right in the middle of his busy season; the frightful change in wages in many branches; the creeping in of new general expenses and the steady advance in price of every material used in the business, except postage stamps, his calculations had carried short.

First question is, Do you know the actual cost of your vehicles, merchandise and labor, job crated and delivered at the depot? Second question is the puzzle. What per cent should be added for overhead expenses or general expense, or cost of selling the goods, which must have a sight percentage included to cover the wear and tear of plant and machinery? It's got to be in there—if you're going to stay in the business and make more than an office salary. As to what labor may do for 1909 is a matter to be deeply considered and spoken of in an undertone. Each manufacturer should be a little liberal in his cost book, or he may regret it. It is an established fact—some concerns have made ridiculously low prices because the "Bun Buggy Co." did. "We can do it if they can," is their motto.

Among the carriage manufacturers can be found the greatest lot of self-loving cowards to be found in any industry known. As a class they show the greatest amount of push and ability to be found—until it comes to placing a price on their product, or to maintaining a price and standing for reasonable terms. The curse of the trade is the low-priced vehicle, because many throw in a lot of extras that belong to the higher grades of work, then give dating and long time, without interest in most cases. Originally prices were made on a plain, neat buggy—but "Skinner & Co.," in dull times, began to play for extras—and all kinds of neat nickle trimmings, finally the trade demanded Bradley couplings and channels free, on the cheapest jobs.

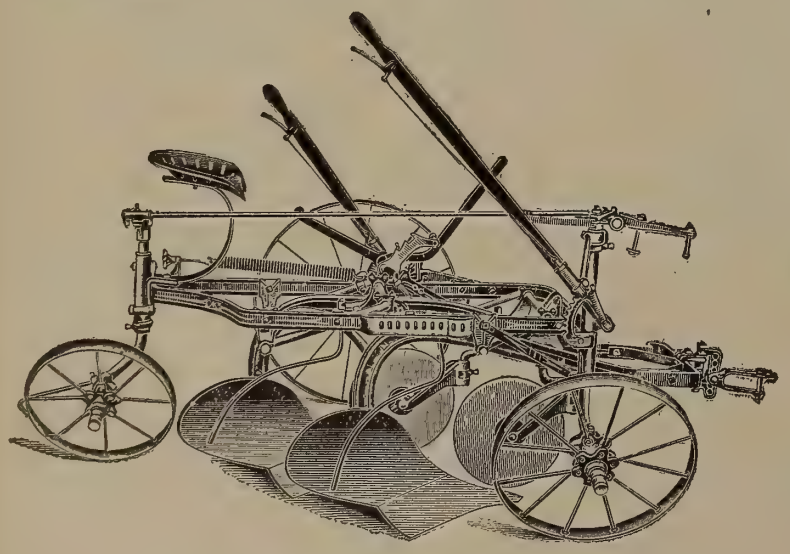
Surely carriage manufacturers realize now is the time to make the change to a fair price, above all cost, and then fair terms, just as the accessories and steel people have adopted in the last two or three years. Convince yourself you are right. Put it down and stick to it. Then—lay the law down to your travelling salesmen. Some dealers and jobbers will leave you and buy goods elsewhere—(for a time)—to make you squirm and to make you believe your neighbor offers lower prices and longer terms. You will lose some trade, but in return new customers will come to your ledger.

Most lines of manufacture have a dull season—when everybody gets a rest, while the carriage manufacturer wants to run every week in the year. You all know the result. Many of you sell a third of your product without profit, because you desire to see how many thousands of vehicles you can build each year, without regard to profit; but when the season is over then you are stunned. Today several plants are being enlarged. One claims they are going to add a line of better grade; the other claims they are going to add a line of cheaper grade—this season "their jobber wants it." Most factories today are under a great strain to dispose of what they can make, even at the awfully low prices we have had. This leads me to say—the remedy is easy. Fix your new selling prices at a fair percentage above all costs—stick to it—be honest with yourself—force the salesman to earn his salary and board. Don't expect to increase your output—let it fall back to 80 or 90 per cent of your capacity. Trim off your general expenses and don't carry such a big stock, and you will find your earnings in dollars and in percentage will be larger—and your troubles less.

Change your methods—see how many dollars, not how many buggies, you can make in twelve months. I happen to know this is the method of some of the accessory trades. Three or four certain vehicle manufacturers within 200 miles of each other, representing an output annually of 130,000 to 150,000 vehicles, could do more toward correcting the abuse of low prices and long terms than most of you imagine. If they decided to add to the price of each vehicle one or two dollars—see what a clean profit it would represent to them. Greater than this profit would be the moral effect on others who have always had a tendency to be weak and uncertain. I would like to be one of a committee to see what can be done by a conference with the four or five largest vehicle producers of America.

It is with regret I relate to you that, from conversations had with several builders of medium and low-priced vehicles, I learn they intend to see how little they can add to last year's prices. even after they admitted frankly they practically made but a small profit for the past two years. The crops of this great country are fine. Farm products have never brought such steady high prices. Labor is high—every tendency is for higher prices, and no line of goods seems to be uncertain except finished vehicles. The jobber and the dealer are looking for the advance and they can get their advance easier than the manufacturer. Make up your mind—it's now or never. The high tide is here—and it rests with each of you to improve your condition. In my judgment, two-thirds of the carriage manufacturers are going to be honest with themselves and their neighbor and stand for something more than the actual advance in cost of a finished vehicle.

New Eclipse Plows



Every one of your customers know the "New Eclipse Line." These Plows are well advertised in the Farm Papers.

This helps you to sell. Not only that but the Plows themselves "make good" all our ads. say about them.

The exclusive features, such as Patent Self Locking Device—High Carbon Steel Frames—Heavy Beams—and Patent Wheels—all help you in selling.

Send for catalogue of

"The Perfection of all Riding Plows"

MADE BY

FULLER & JOHNSON MFG. CO., Madison, Wis.

The Stewart-Nelson Co., Ltd.

General Agents, WINNIPEG.

Calgary.

Mr. H. H. Gracey, of the Dominion Carriage Co., was in the city sometime ago, previous to his going East to attend the Toronto Exhibition.

Mr. W. E. Hall, of the local office of the Frost & Wood Co., spent a portion of his vacation rusticating at Banff. He reported a most enjoyable time while away.

Mr. J. P. Minhinnick, general agent for the Frost & Wood Co., paid a call to most of their agents in Northern Alberta during the early part of August.

Mr. J. A. Brookbank, manager International Harvester Co., made a short business trip to eastern British Columbia points, including Golden and Windermere, etc., since my last report.

Mr. C. J. Love, factory superintendent at Toronto for the Massey Harris Co., spent several days at Calgary and nearby points during August on business for his firm. He was greatly pleased with crop conditions in this part of the West.

Mr. W. G. Hunt, Alberta manager of the Massey Harris Co., is spending a couple of weeks in Northern Alberta, including Edmonton and other points. He will return to Calgary about the middle of September.

The regular monthly meeting of the Alberta Wholesale Implement & Carriage Dealers' Association was held in Calgary Saturday evening, Sept. 5th. A number of items of importance and of benefit to the whole trade were under discussion.

Mr. S. H. Roe, mnager of Tudhope, Anderson & Co. here, is the first of the Calgary machine men to start on his annual trip to British Columbia and coast points. He left the last of August and while away will visit the south as far as Seattle. During the month there will be a regular migration of the Calgary implement men on their British Columbia trips, and within the next couple of weeks a representative of the following firms will have started: Cockshutt Plow Co., John Deere Plow Co., The Frost & Wood Co., and the International Harvester Co.

The local branch of the International Harvester Co. has been favored with visits from a number of the prominent officials from the head office at Chicago, during the past month. The visitors included Messrs. Cyrus H. McCormick, president; R.C.Haskins, general domestic sales manager; F. B. Montgomery, general manager of their traffic department; and J. F. Jones, Canadian sales manager.

Mr. L. Garrison, trade manager for the Moline Plow Co., was in Calgary recently and while here again contracted with R. C. Thomas to represent them at Calgary and also to transfer their goods here.

Harvest is now practically over in Alberta, and results are justifying the splendid hopes that were entertained throughout the season owing to the excellent conditions which prevailed during the spring and summer months. Cutting will be completed nearly four weeks earlier than last year—and, we are pleased to say, without harm to any extent from frost. Only small and scattered parts were visited by frost and those points but slightly; while the hail this year has done less damage than is usual. The weather having continued very favorable throughout the crop has ripened evenly and the result is an unusually good yield even for Alberta, the grain all grading well. If no delay is caused from lack of transportation, and prices continue high, as at present, this fall is sure to be a most satisfactory one from a financial standpoint. All the firms doing business here are preparing for it and are taking steps to see that every dollar possible is collected. The different houses have done a good business, as large or larger than in previous years, so that with the increased business and the large amounts carried from last year it will be necessary to push a little harder to get satisfactory settlements and to get outstanding credits reduced to where they should be.

Annual Meeting of the Aspinwall Mfg Co.

The annual meeting of the stockholders of the Aspinwall Manufacturing Co., was held August 6 at their offices in Jackson, Mich. The reports submitted showed the past to have been the largest year in the history of the company and its affairs in splendid condition in every day. Reports also showed the Canadian branch at Guelph, Ontario, to have had a successful year. The same board of directors was re-elected, who in turn elected same officers, as follows: President, L. A. Aspinwall; Vice-president, L. A. Dunham; Secretary, G. N. Whitney; Treasurer and Manager. C. G. Rowley. It is the intention of the company to pursue very much the same policy as they have in the past. They are now ready to contract for 1909, having closed their orders for material, and claim the prospects for further increased business is good.

Exhibition to last Two Weeks in 1912.

During a recent meeting of the Winnipeg Fair Board the advisability of increasing the duration of the exhibition from one to two weeks in 1912 was discussed. That year will mark the centennial anniversary of the landing of Lord Selkirk's pioneers on the banks of the Red River. The management expressed the desire to make the exhibition of that year especially commemorative of that important historical event by the largest fair ever held in Western Canada. The idea is worthy of the wholehearted support of every Westerner.

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER'S AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER
TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold.
Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY **FRAZER LUBRICATOR CO.**
FACTORIES: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

GRAND TRUNK RAILWAY SYSTEM

SUMMER TOURIST RATES

THIRTY DAY and **SEASON** tickets now on sale to points in

Eastern Canada
AND
New England States

choice of routes via St. Paul or Duluth. Chicago and **GRAND TRUNK RY.** or Port Arthur Northern Navigation Company, Sarnia and **GRAND TRUNK RY.**

STOP-OVER privileges allowed. **Free Side Trips to Niagara Falls** and **Ottawa** on certain tickets.

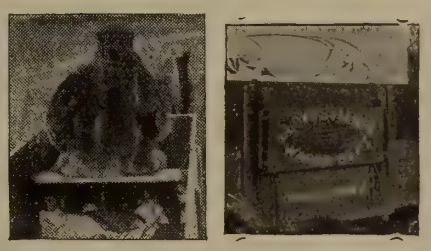
Agency for Ocean Steamship Lines and Cook's Tours

For full particulars apply to

A. E DUFF,
General Agent Passenger Dept.
260 Portage Ave. Winnipeg.

Phone 7098.

LLOYD'S
Handy Low-Down Suspension Spring Wagon Seat.



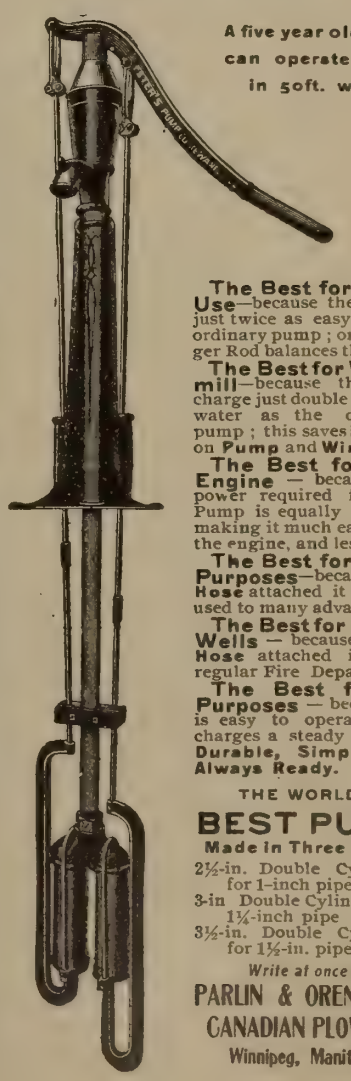
The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Order your wagons without seats and order your seats from us. By so doing you will make more money and give better satisfaction. Farmers will choose this seat in preference over any other every time.

Write for quotations at once to

Wawanesa Wagon Seat Co.,
WAWANESA, MAN.

Peter's Double-Cylinder Force Pumps



A five year old child can operate them in 50ft. wells.

The Best for Hand Use—because they work just twice as easy as the ordinary pump; one Plunger Rod balances the other

The Best for Windmill—because they discharge just double as much water as the ordinary pump; this saves 50% wear on **Pump** and **Windmill.**

The Best for Gas Engine — because the power required for this Pump is equally divided, making it much easier for the engine, and less wear.

The Best for Farm Purposes—because with **Hose** attached it may be used to many advantages.

The Best for House Wells — because with **Hose** attached it is a regular Fire Department.

The Best for all Purposes — because it is easy to operate, discharges a steady stream, **Durable, Simple,** and **Always Ready.**

THE WORLD'S
BEST PUMP
Made in Three Sizes.

2½-in. Double Cylinders for 1-inch pipe.
3-in Double Cylinders for 1¼-inch pipe
3½-in. Double Cylinders for 1½-in. pipe.

Write at once to
PARLIN & ORENDORFF CANADIAN PLOW CO.
Winnipeg, Manitoba.

(Continued from Page 4)

"(2) Young, rapid growing plants of a particular species are more easily killed than those which, for any reason, have had a slow growth.

"(3) Flower parts and parts of plants which are covered with bloom or waxy coverings are more or less protected, according to the nature and quantity of the bloom, for example, the blossom parts of the easily killed mustard are quite resistant.

"(5) Plants possessed of hairy surfaces are, as a rule, more easily destroyed than those with a smooth surface.

"(5) Chemicals are observed to act differently upon the members of different families, even upon those, the leaves of which seem to wet equally readily. For example, iron sulphate is extremely destructive to mustard and dandelion, while it acts more slowly upon the leaves of clover, wild buckwheat, and Canada thistle, any one of which it seems to wet quite as quickly and easily.

"(6) Most of the chemicals readily destroy the tissues of any plant where the surface is broken, for example, iron and copper sulphate destroy the tips of fresh mown grass. They also readily destroy the leaves of grasses which are not vigorous or just past the stage of physiological maturity. In other words, the solutions are destructive to leaves which have any dead tissues whereby entrance may be gained to the interior. Thus the tips of the wheat are readily destroyed by solution, while the basal portions of the same leaves may be uninjured.

"Without going into the technique and the reason why certain chemicals act more vigorously than others and why certain weeds even though equally wet over the surface, as for example, lawn plantain, Plantago major. are more resistant, the writer is inclined to say that any determinate growing weeds or plants whose leaf and stem surfaces are of such nature as to be wet by solutions, may be destroyed.

"The grasses and grains are peculiarly protected for several reasons: (1) They do not have extended absorbing surfaces as compared to most weedy growths. (2) They are indeterminate growers while young, growing from the inside outward at the stem ends, the young or growing point, being protected while the leaves have the growing point situated at the base or sheath. Those parts of the grasses which come most into contact with the spray are the tip portions of the leaves and at the time spraying is usually done, these portions have already done their chief physiological work. Even if the tips of such leaves are killed, the basal portions extend the growth, furnishing at once new surfaces to the sunlight. The grasses and cereals also have a pretty good protective feature in the bloom of waxy covered cuticle. In this they are better protected than most weeds. I have only to call attention to the fact that dew drops upon wheat and other cereals and grasses stand up as round spheres as if from waxy surfaces, while any drop of moisture readily runs over the surface of the leaves of such weeds as mustard, king-head and Canada thistle.

"A drop of moisture upon a mustard leaf extends at once almost over the entire surface. The result is that the spray solutions on such weeds come into direct contact with the juices of the plant and at once begin their killing effect; while in the case of wheat and other cereals and grasses the spray solution stands in large drops and the first gentle wind rattles it off. In the wheat field practically the only injury occasioned is where large drops chance to stand for a long period in the axils of the leaves or upon some bruised or injured spot. At first it was not thought that flax as a crop, would admit of spraying. It has been found, however, that if taken at the proper time the crop is well protected by its waxy coat or bloom.

COST OF MATERIALS

"The cost of the work of field spraying will depend largely upon the scale upon which it is undertaken. Good field sprayers may be had at prices ranging from $60 to $150. Good hand sprayers, for hand work with dandelions and patches of Canada thistles, etc., may be had at from $8 to $10. Iron sulphate in powdered form, prepared for immediate solution, from a price of 90 cents to $1.15 per hundred. For destroying mustard 75 to 100 pounds per acre is necessary.

"Copper sulphate may be had on the market at prices ranging from 5 to 10 cents per pound. according to the quantity purchased. Twelve to fourteen pounds of copper sulphate are needed in field spraying. One-third barrel of common salt is needed per acre and the price varies somewhat, but may be placed at approximately $2 per barrel. Sodium arsenite is not generally to be found upon the market, but may be obtained through leading drug houses. This substance ranges in price from 7 to 15 cents per pound. The crude material, if pure, will be as servicable in weed killing as refined. It takes approximately one and one-half pounds of this substance to do as much work as would be accomplished by 100 pounds of iron sulphate."

From June 19th to July 11th of the past season Prof. Bolley conducted a number of demonstrations throughout North Dakota. These were given on plots varying in size from forty to one hundred acres, though at different points the work was divided among several farms and fields so that the effect could be noted upon the different sorts of weeds and grains. The American Steel & Wire Co., who have conducted tests on their own account in this country, supplied the iron sulphate free of charge. This concern have a large by-product of iron sulphate and realize that if the substance can be profitably used for weed eradication that it will become valuable.

In summing up the results Prof. Bolley came to the conclusion that the work should have started ten days earlier to be most effective, but he was firmly convinced that practically all weeds that may be made wet with solutions can be held in check or destroyed by spraying. These include practically all the bad weeds known in this region, except only the sow thistle and a number of members of the grass family.

The American Steel & Wire Co., are spending considerable money making a test of iron sulphate as a weed destroyer at Sandford, Manitoba. They have erected a large steel tank, equipped with force pump, etc., for the storage, and care of the material. Next year numerous experiments will be conducted in that district on a large scale, all of which will be eagerly watched by the dealers and farmers of the West. Mr. H. F. Anderson, of Tudhope, Anderson & Co., who has been associated with them in this work, states that the company have made excellent progress and will be in the best possible position to carry out a series of extensive experiments next year.

The man who doesn't ask favors gets most of the world's.

Results and Prospects.

While the volume of trade for 1908 will not aggregate anything like the total reached in either 1905 or 1906 it will be away in advance of that of 1907. Business this season has been very satisfactory, and it is generally admitted that it has been conducted on a much safer and saner basis than in any of the years mentioned. Most of the jobbers and manufacturers, as well as dealers, looked for a quiet year following the sweeping depression of last season and have governed themselves accordingly.

The business in harvester lines has been fairly satisfactory. As soon as farmers realized a paying crop was assured the demand for binders picked up, and a very fair trade resulted. The mower sale also turned out better than was expected, so that both wholesaler and retailer has reason to be well satisfied. As far as can be learned there will not be a large stock of twine carried over the year, most of the houses being fairly well cleaned out.

All of the local jobbers report the wagon trade somewhat light, though none have any hesitancy in affirming that it was much better than last year. On the whole the business in this line has been quiet, so far as the jobbers were concerned. owing to the fact that a large proportion of the dealers carried over big stocks from last season. In a retail way the trade is reported very fair, and, with the sales of this fall, stocks in the country have been very materially reduced so that there should be a splendid wagon business another year.

The different houses here report fine prospects in the fall plow trade and all are very pleased with the outlook. The fact that the harvest is now about completed, and threshing is in full swing means that the farmers are going to have lots of time for plowing this fall. Basing their opinions on this state of affairs the different plow firms are looking for a brisk demand for plows throughout the West.

In the cutter and sleigh trade there is every prospect of a successful season's operations, and dealers, jobbers and manufacturers are making preparations to take advantage of it. The same with the smaller lines of implements and other farm requisites such as grain grinders, feed mills, cream separators, etc. Everything considered there is no reason to squeal over the business of this year.

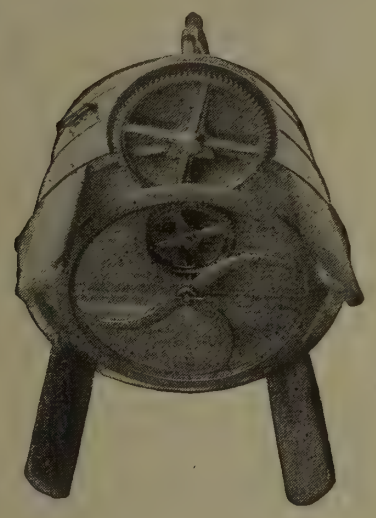
TWO SURE TRADE GETTERS FOR DEALERS

The Pastime Washer

Constructed on lines that give it the following qualities in a greater degree than are found in any other washer:

Simplicity Durability
Ease of Operation
Quick Work Clean Washing

Pastime Washers are thoroughly built of the best kinds of material for the work, and by skilled mechanics.

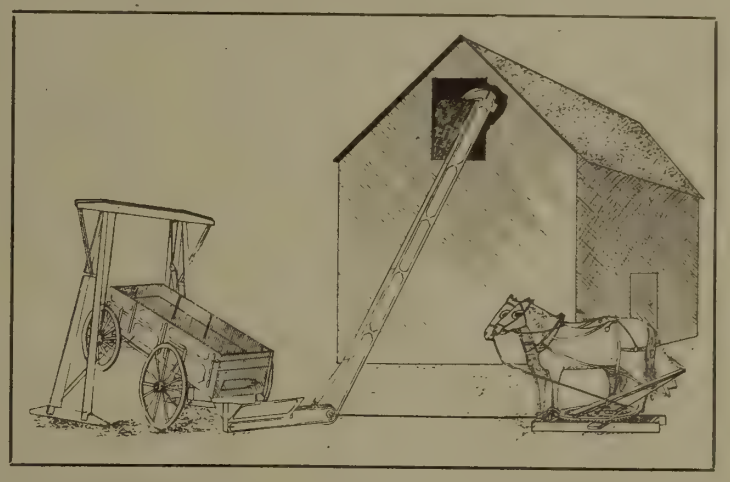


Our Warranty

We guarantee the Pastime Washer to wash clothes quicker, cleaner and to operate easier than any other hand power washer on the market. We further guarantee it to be well made and of good material.

Acme Portable Elevator

Light Weight—Strong—Durable—Simple—Adaptable to fill any bin, building or car. Operates by either gasoline engine or horse power. The higher the speed the greater the capacity. Cannot be clogged by overloading.



The Acme will elevate the grain at any angle or carry it with the conveyor in a horizontal position. Will load just as easily into cars as into granary or bin. Will deliver a full load in 3 to 5 minutes. Made by Nora Springs Mfg. Co., Nora Springs, Iowa.

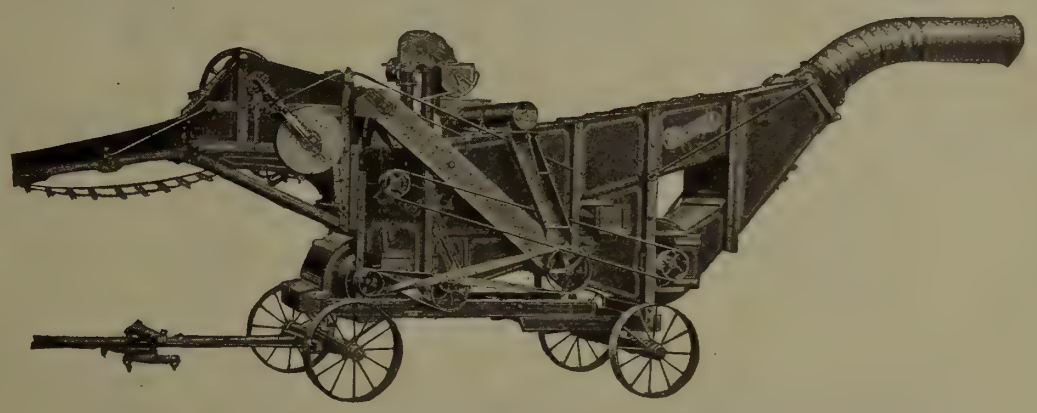
Dealers should get our propositions.

MANUFACTURED BY:

EXCLUSIVE AGENTS FOR WESTERN CANADA:

Parsons, Hawkeye Mfg. Co. Winnipeg.

The Belle City Threshing Outfit



Belle City equipped with wood frame wind stacker, weigher and cross conveyor, and self-feeder—Right side.

The demand for the threshing machine to be used by the individual farmer is the natural outcome of business judgment. No progressive farmer willingly permits the loss of his grain after he has labored diligently to raise it. The Belle City thresher is a machine made expressly to meet the demand of farmers who are anxious to get all of the profit from their efforts. It is a thresher that, owing to its weight, compactness, simplicity and general efficiency, can be operated with very little help and a small amount of power.

This machine gives excellent satisfaction and is a great success. Its success is not due entirely to the demand for a machine of this kind, but mainly to the application of exact mechanical knowledge in its construction.

Each year the demand for the Belle City increases. This substantiates every claim made concerning the merits of this thresher.

The International Harvester Company gasoline engine is an ideal power for operating the Belle City thresher. This engine is always ready to start—no steaming up. It requires little fuel—no coal or wood or water to haul. It adjusts itself to the load it has to carry—does not run away when the load is light. Requires little attention—no engineer is needed. Made in various sizes.

Write the nearest branch house for catalogs and full particulars relative to terms and territory.

Western Canadian Branch Houses:

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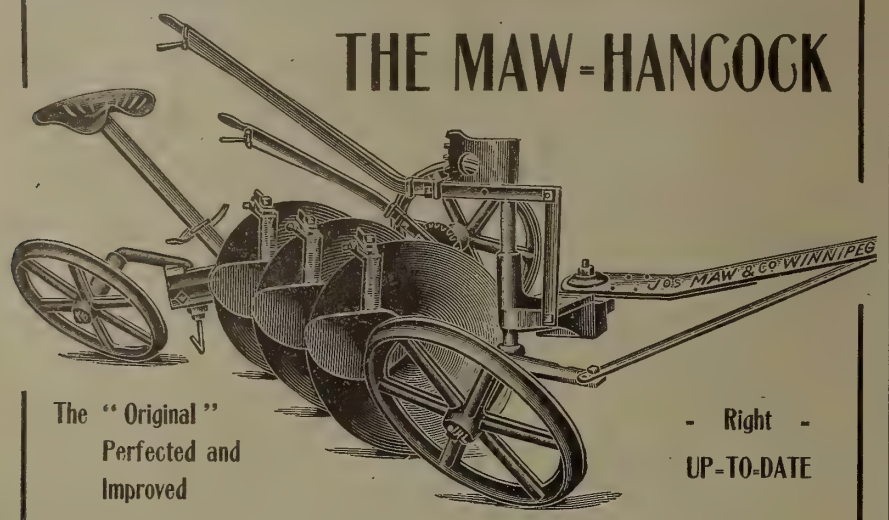

The "Original" Perfected and Improved

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Ask any farmer who has ever used one of our new plows.

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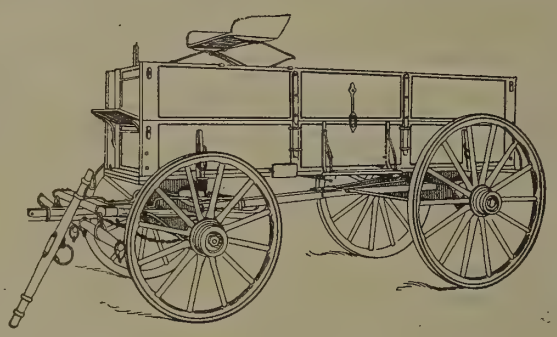

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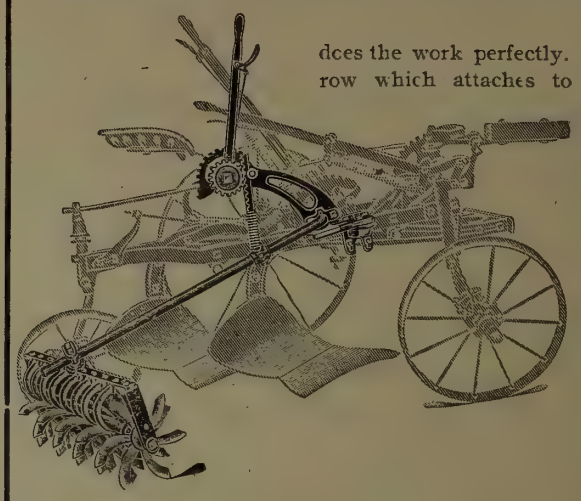
TWO IN ONE HARROW AND PLOW

Kramer's attachment makes one job out of two, and gets the land in finest possible condition by harrowing when the soil is first turned up

KRAMER'S
ROTARY HARROW PLOW ATTACHMENT



does the work perfectly. Regular rotary harrow which attaches to any gang or sulky plow. It levels, pulverizes and makes a mulch of the "moist soil," that is not possible after the ground dries and "sets."

Draft only slightly heavier—you'll be surprised to see how little.

Every farmer needs this great time and labor saver. Our proposition is of interest to the Dealer.

Write for Circular No. 26.

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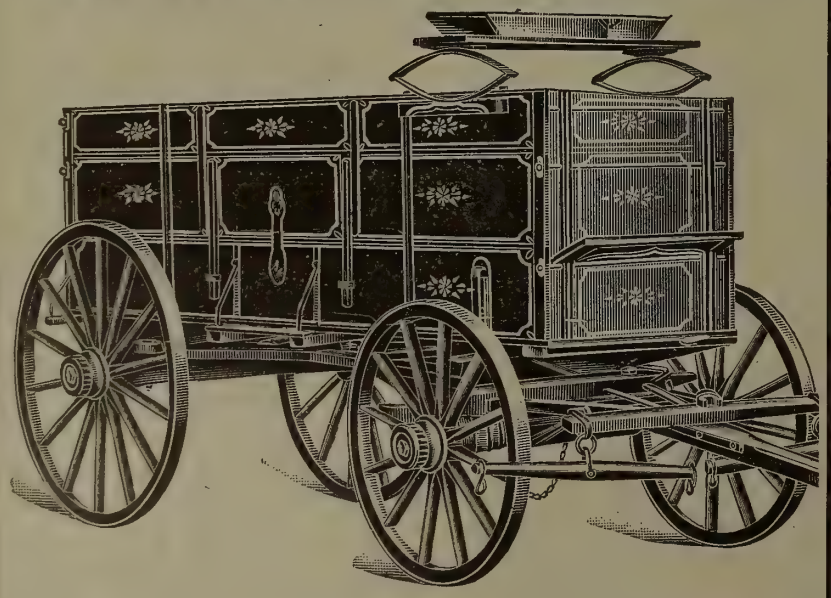
WILKINSON WAGONS



Wilkinson Wagons are so well-known throughout the West that it almost seems unnecessary to advertise them.

At the same time it is always well to keep you reminded of the particularly good points of these wagons—you can talk them all the better.

Black Birch Hubs—never split. Seasoned Oak (second growth) spokes and felloes. Full size axles Long Hounds, thoroughly ironed and braced. Boxes all bone dry—never warp.

The workmanship is the best—under the supervision of men who have spent a lifetime in the business.

"The Light Running Wilkinson"

The STEWART-NELSON CO., Ltd.,
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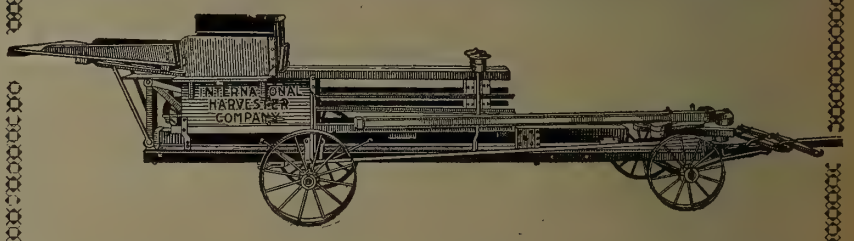

The I.H.C. Pull Power Hay Press

The I.H.C. pull power baling press is built to bale the greatest amount of materials with the least expenditure of energy. It is easy on both men and horses and will bale more hay with less power than any other press of the same size. This is due to the unique construction of the plunger and power. They furnish speed and great compression power just when they are needed without adding extra draft.

To be brief, the I H.C. pull power baling press fills the requirements of farmers who want a press that has durability, great capacity, and ease of operation to recommend it.

It is an easy matter to sell a machine which has within itself the power to "make good." That is exactly what the I.H.C. will do. Its appearance on the salesroom floor is attractive, and when a customer sees the mechanism and notes its method of operation the sale is made.

The I.H.C. pull power baling press is built in one and two-horse power. The one-horse press has a 14 in. x 18 in. bale chamber. The two-horse press has three sizes of bale chamber, 14 in. x 18 in., 16 in. x 18 in., and 17 in. x 22 in.

Write the nearest branch house for catalogue and information concerning terms and territory.

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International Harvester Company of America

(INCORPORATED)

CHICAGO U.S.A.

CANADIAN FARM IMPLEMENTS

VOL. VIII, No. 4. WINNIPEG, MAN., OCTOBER, 1908. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

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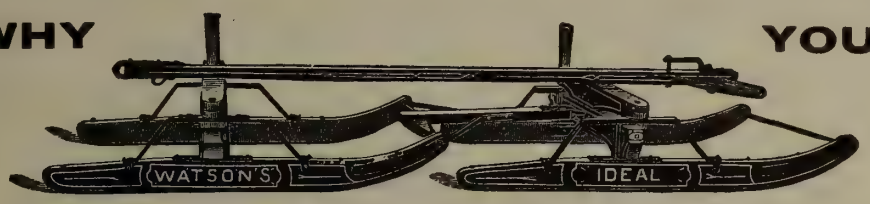

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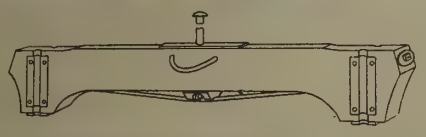
7.  Equipped with patent trussed bench—will not sag or break

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Every machine is built of the best materials procurable.

It excels in thoroughness of work and cleans oats from wheat perfectly.

No other cleaner can compare with the "Hero" for reliability and efficiency.

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FOR SUCCESS IN 1909
Secure the Cockshutt Contract

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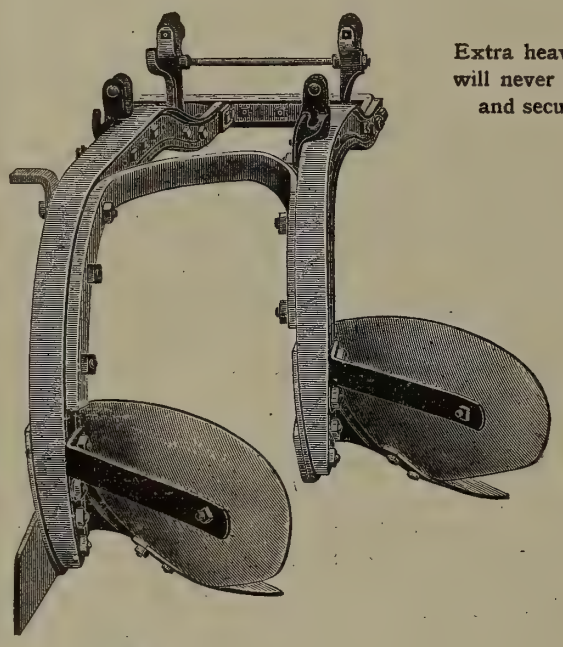
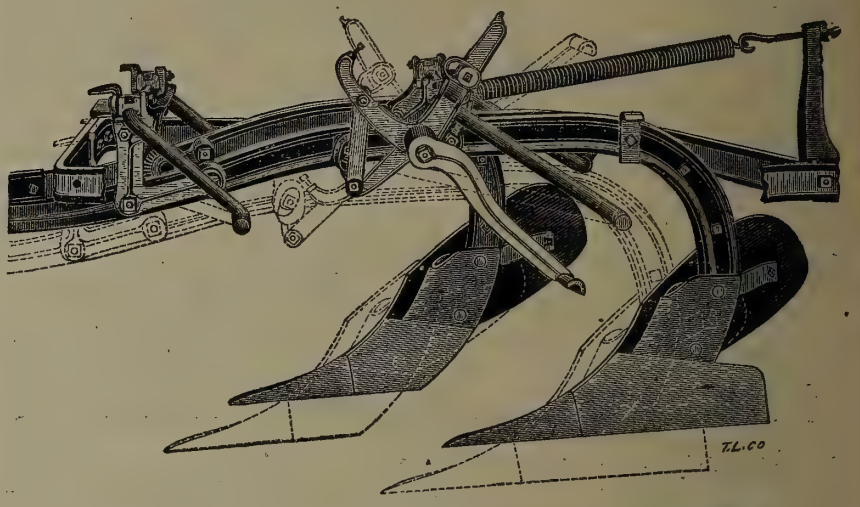
NEW JEWEL GANG

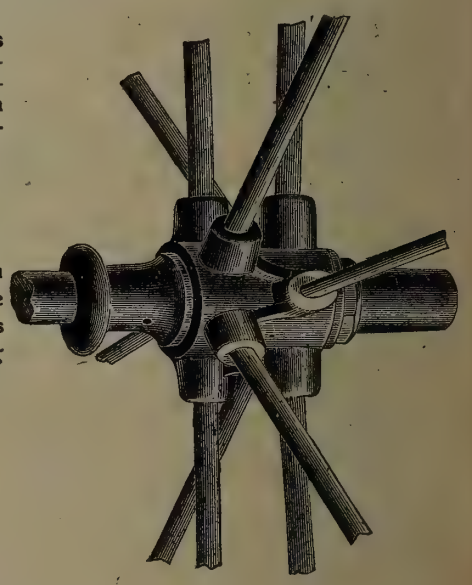


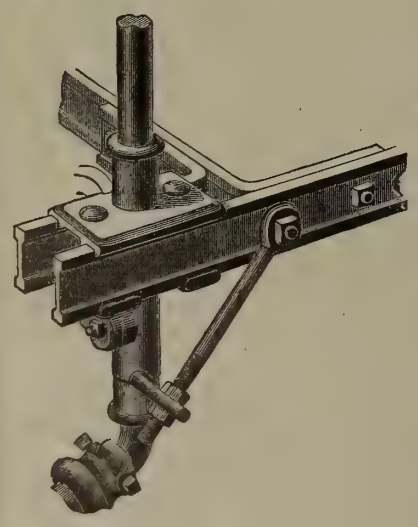
Extra heavy beams that will never bend ; rigidly and securely braced.



Perfectly turned and perfectly polished moldboards, reinforced by the bridged malleable standard.

A dependable foot-lift ; it raises the plows high above the ground—raises them surely and quickly—easily operated by anyone who can handle a team. Fitted with a positive locking device.





The channel steel frame is the strongest possible construction.

Notice in this section of the frame the adjustment and bracing of the furrow wheel axle.

The wheels are fitted with dust-proof axles. The double row of spokes is set staggered, giving maximum strength.

The finish, the fitness, and the strength of these parts illustrated, are characteristic of every detail in the construction of the Jewel Gang—

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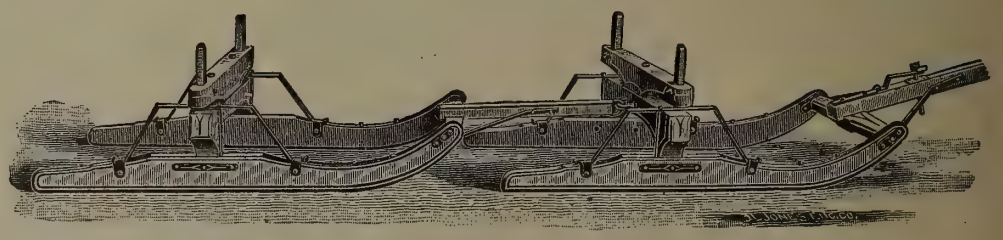
Made of selected well-seasoned material ; light running, evenly balanced, durable and reliable.



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CANADIAN FARM IMPLEMENTS

Vol. VIII, No. 4 WINNIPEG, MAN., OCTOBER, 1908. SUBSCRIPTION PRICE } Per Copy, 5c. Per Year, 50c

FARM IMPLEMENTS IN NORWAY, SWEDEN AND DENMARK

By Special Agent ROLAND R. DENNIS, in U.S. Consular Trade Reports.

Persons who have never visited Norway associate its northern section with snow and ice and the midnight sun. It is not until you visit the extreme northwest coast of Europe that you appreciate the wonderful effect the Gulf Stream has on the climatic conditions prevailing there.

The three principal points for the sale of implements in Norway are Christiania, Bergen and Tronthjem. Most of the houses in the last two cities are branches of a home establishment in Christiania The harvest of 1907 was a particularly bad one owing to the continuous rains just at the cutting season. The grain in many fields was still standing uncut in January of this year. The natural result of this is lack of money in the hands of the farmer and an extra conservative feeling as regards purchases of implements. Notwithstanding the discouraging conditions, I found the dealers all confident of a fair business in nearly every branch.

American plows are more generally sold here than in almost any other country in Europe, the trade in them being fairly well divided between the chilled and all steel. No riding or disk plows are sold, as the average Norwegian horse is only a rather overgrown but extremely strong-going pony.

Potato diggers have a good sale at Christiania and Tronthjem, but none at Bergen, as the soil is rather clayey and always damp, so that diggers can not free the potatoes perfectly enough to make them useful.

Mowers are sold in large numbers, although one wonders where they are all used, the country is so mountainous. I was told of one farmer who had to take his mower to pieces and carry it to his mountain home on the back of his horse, as the path up the mountain was too narrow and too steep to draw the mower up on its wheels.

Small hand tools, hoes, forks, hand rakes, etc., are never sold by the machine dealers. One of them told me that every farmer who bought a mower would insist on a fork or hand rake being thrown in gratis if he saw them standing around the store.

A great deal of hay is still cut with the scythe, which is a very small affair, not over 1½ to 1¾ inches wide and about 30 inches long, with a curious curve near the point. In Norway hay is largely cured by hanging it on wooden racks. Strong stakes, say 6 feet long, are driven into the ground 8 or 10 feet apart. To these are wired or lashed with strong twine four poles one above the other and about 1 foot apart. The cut grass is hung up on these racks much on the same plan a washerwoman hangs her clothes on a line to dry. The racks are moved about from one field to another as the work progresses and when haying is finished are stored away for use another year. They claim that the use of the system prevents the rotting of any of the hay if wet weather prevails after cutting and that a smaller percentage of the hay is exposed to the weather than in the cocking manner of handling it.

I noticed in many fields where the racks were installed that a horse rake, such as was known in the old days as a "bull rake," was used. An angle-iron piece 10 feet long has straight steel teeth, 28 to 30 inches long, with a slight curve upward at their points, bolted to it. One horse is attached by long rope traces fastened to the outer ends of the angle iron. A small handle projecting to the rear permits the driver to control the rake. It acts simply as a rake until it gets loaded up with hay, when the accumulated bunch is drawn alongside the racks and dumped by merely raising the handle, when the points of the teeth catch in the ground, tipping the rake over bottom side up.

Grain drills are entirely of Swedish origin, as neither English, German, nor American makes comply with Norwegian requirements. They desire the seed placed very deep in the ground, I was told. The small Danish threshers are being sold quite extensively, although small-sized English steam threshers still have a very considerable business. American pumps and hydraulic rams are stocked by several dealers, and a satisfactory turn-over reported.

Creamery supplies are dealt in by all implement houses. A very large number of creameries are installed all over the country, being mostly operated by associations of farmers for joint account. Most of them make butter and only a very few cheese. No windmills are sold.

There is a growing demand for wire fence, and it would seem to be worth the while of some of our makers to look the subject up.

Working hours on a farm in Norway would call forth loud declamation from laboring men in the United States. While en route to Bergen from Christiania I saw a whole family at work in a hay field at 10.30 p.m. Later I saw no less than three mowers at work after 10.45 p.m. Of course at this season of the year it is broad daylight at the hours named, and, so far as light is concerned, work may be continued until 3 a.m.

The dealers in Norway are much excited over a new law which went into effect July 1, 1908. Under it each city and county in the Kingdom issues a local salesman's license, and no one is allowed to sell goods retail in any district in which he is not licensed. It has been customary for the large implement houses to send their travelers directly to the farmers all over the Kingdom, entirely ignoring the local dealer, and this law has been enacted for the benefit of the local dealer. There is a growing feeling among some of the dealers with whom I have talked regarding the question that the general dealers should join together and fight the matter out in the courts, but up to the present no action has been taken.

Like Germany, Sweden has begun an active campaign against foreign-made agricultural implements. The plan of action has been so well worked out, and the machines to be "annexed" so well chosen, that very considerable inroads have been made in United States exports of implements to that country. But the most disagreeable feature of the case is the fact that the largest company manufacturing implements in the United States has been forced by this same competition to establish a factory at Norkoping, a bright, wide-awake city of about 40,000 inhabitants, situated 108 miles southwest of Stockholm. Here we have American capital, American ability, American experience and push, combined with American-built special tools, and this Swedish city getting the benefit of the wages being paid out by the company every week.

The establishing of this plant in Sweden seems to have been a clear case of either abandoning a large business that had been developed by the predecessors of the com-

pany or starting a factory and manufacturing the machines in this country. This also put the company in the position of being able to take advantage of the "favored nation clause" with several European countries in which the United States is placed on the maximum tariff list.

The 1907 harvest in Sweden was not a good one, and in consequence farmers are feeling very poor. Dealers complain of the difficulty they have in making collections, which naturally makes them very conservative in negotiating sales for 1908. The hay crop is very good and grain generally looks exceedingly well. It is said that such fields of oats as are now in evidence, either as regards size or luxuriant growth, have not been seen in many years. Rye is extremely heavy, and so badly lodged that binders will have great difficulty in handling it. On August 2 the central part of Sweden was visited by a very severe hail storm that must have caused a great amount of damage to farm products generally.

There are three factories in Sweden building imitations of American mowers and reapers. The largest of these, which has the credit of having built 6,000 to 7,000 machines for the season of 1908, has copied almost absolutely one of the best selling of the American mowers. The same firm have just brought out a reaper which is such an exact copy of the American original that it is claimed the Swedish parts are guaranteed to fit American-built machines.

The Swedish manufacturer has not been slow to adopt many of our trade-getting ideas. In talking with one of the principal dealers in Stockholm regarding American horserakes, he remarked: "We much prefer the American rake, but a Swedish maker builds a grain drill that we sell in large numbers and feel that we must have it for our trade. This year he flatly told us we must buy so many of his horserakes or else he would not sell us the drills. So you see there was nothing left for us but to comply."

The Swedish duty on Agricultural implements is 10 per cent ad valorem on the cost, freight, and insurance of the imported machine at any Swedish port. This of itself gives the home manufacturer a handsome profit over his foreign competitor in these days of small margins.

The implement trade of Denmark is principally carried on by houses in Copenhagen, the capital of the Kingdom, with branches in some of the smaller cities, although one of the largest dealers has headquarters at Kolding. American-made goods are very popular and, notwithstanding sharp competition by the Danish and Swedish makers, have held the leading position they made for themselves years ago. The only considerable inroad made in sales of American implements has been in plows. One dealer informed me he had a contract with one of the principal plow works of the United States, but he could not get them to furnish what he wanted in the way of a plow that would suit the demands of the Danish farmer. He felt sure that some small changes in the design of one of the American plows would put him in a position to do a large trade. In response to inquiries the dealer informed me that no representative of American manufacturers had visited him except in a single instance, and in that case the representative remained at Copenhagen only one day.

A small number of light traction engines from the United States were sold in Denmark in the late nineties, and had the business been followed up, and the quality of the engines been somewhat improved, a large trade would undoubtedly have been developed, for the standard English traction was much too heavy for the Danish roads. One of the most prominent English makers has since sent a representative to the United States who has carefully studied the building of these lighter tractions, with the result that English manufacturers are now furnishing the Danes with large numbers of an engine fully suited to their ideas and roads.

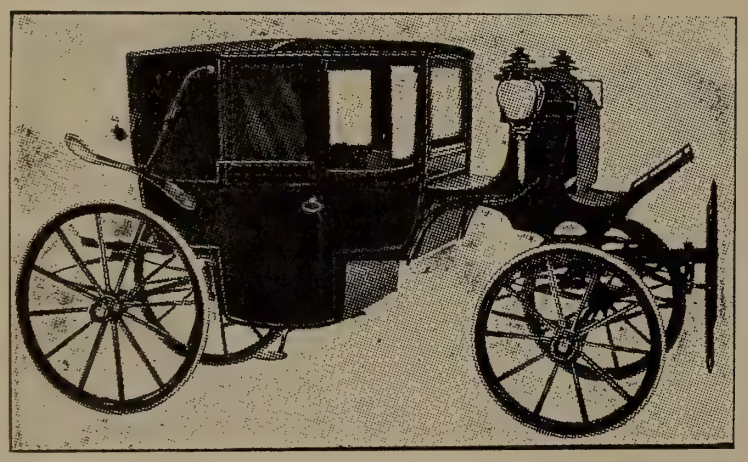
The small and medium size gasoline and petroleum engine trade is assuming colossal proportions in Denmark, and it would certainly seem worthy of the most careful and persistent attention by American manufacturers of these motors. At present Danish and Swedish made engines predominate. One Danish firm has worked up a good trade in Iceland with the fishermen and sealers, and I am told this firm is also exporting in very considerable quantities to Siberia.

Steam threshers, mostly English, are sold in large numbers. A small home-made thresher for horsepower or gasoline engine has lately come on the market and is becoming very popular with the smaller farmers, who formerly organized clubs of four or five members and bought a steam outfit for common use. Long straw presses are being introduced very generally where steam threshers are used.

Windmills are only sold occasionally, as running water is abundant everywhere in the Kingdom. What little trade there is in windmills is entirely supplied by home makers, who have "annexed" American patterns.

A large business is done in mowers, reapers, and binders, all, with a very few exceptions, coming from the United States. Horse rakes of United States manufacture still have a good sale, notwithstanding the strenuous efforts of the Swedes and Germans to supplant them.

Denmark is a marked contrast to most other countries in the fact



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Tell us all about your requirements and ask for our latest Catalog.

CLARE & BROCKEST

246 Princess Street, Winnipeg, Man.

of its reduction of duty by one-half on agricultural implements, to take effect January 1, 1909. The present rate is 4 ore per kilo, or about half a cent per pound English. After January 1, 1909, the rate will be 2 ore per kilo, say 25 cents per 100 pounds English. The farming community were strong enough politically to bring this change about, although it was opposed by the Danish manufacturers.

Calgary.

Mr. W. G. Hunt, manager of the Massey-Harris Company, spent some time during September in the northern portion of Alberta and over a good part of the Grand Trunk Pacific route. He is pleased with the appearance of that part of the country and states that it will not be long before there will be a good business from that territory for the implement concerns, (Massey-Harris in particular, so he says).

Mr. J. P. Minhinnick, general agent for the Frost & Wood Co., Ltd., spent the latter part of September and the early part of October at points in northern Alberta; his trip including Wetaskiwin, Edmonton and points down the C. N.R. line east of Edmonton as far as Vermilion.

Mr. H. A. Dunn, Calgary manager for the John Deere Plow Co., Mr. J. A. Latimer, of the Cockshutt Plow Co., Mr. S. H. Roe, of the Tudhope, Anderson Co., and Mr. W. E. Hall, of Frost & Wood Co. were Calgary implement men who made business trips to British Columbia and coast points in the last two or three weeks.

Several important changes are taking place in Calgary implement circles at the present time. Mr. J. H. Hyndman, who has been assistant manager at Calgary for the International Harvester Co. during 1908, has been transferred to Brandon to take charge of the branch being opened at that point. Mr. J. P. Minhinnick, who has for the last four and a half years been general agent at Calgary for the Frost & Wood Co., is being transferred to Winnipeg for the same company, where he will take the position of assistant manager. Although their Alberta friends regret to see them leaving the province they are all glad to learn of the promotion and they are receiving congratulations from many friends. While Mr. Hyndman has been here but a few months, in his departure for a new field he will leave behind him a host of friends in Alberta and British Columbia. Mr. Minhinnick is one of the best known implement men in Western Canada, being known from end to end of the three prairie provinces. Before being appointed to the general agency, he travelled out of Brandon for several years, spending the greater part of his life in Manitoba. We take this opportunity of adding our congratulations and best wishes for the future success of both Mr. Hyndman and Mr. Minhinnick.

We understand that Mr. W. E. Hall, who came to Alberta about the same time as Mr. Minhinnick, and who has had charge of the office end of the business here is to succeed to the position of general agent for the Frost & Wood Co.

General conditions in Alberta are excellent. Threshing is making rapid progress and in northern Alberta probably 75 per cent. of the threshing is done with a proportionate decrease as you go north until in the northern territory probably 25 per cent. has been completed. Reports from every section are to the effect that grain is turning out well and is grading high,

Barn Roofing

Fire, Lightning Rust and Storm Proof

Durable and Ornamental

Let us know the size of any roof you are thinking of covering and we will make you an interesting offer.

Metallic Roofing Co.
Limited
MANUFACTURERS
TORONTO and WINNIPEG
Western Canada Factory
797 NOTRE DAME AVENUE.
45A Winnipeg

SUPERIOR, HOOSIER, KENTUCKY.

Always have held first place

There is a good reason

They meet every requirement.

Superior Disc Harrows on wheels.

Nothing like them Work like a charm

Send for Catalogues.

The American Seeding-Machine Co.
Incorporated
310 Ross Ave. Winnipeg, Man.

GRAIN DRILLS

and but very little of that being threshed shows any signs of frost so that as the prices are fair it is expected that collections will improve very materially in the immediate future; in fact already a very noticeable and satisfactory improvement has taken place and money is moving more freely than it was this time last year. The main draw back being encountered at the present time is the fact that transportation is not all that could be desired and as few points have sufficient elevators to contain the extra quantity of grain this year the grain movement has become somewhat congested at a number of points. However, as the weather continues to be so favorable threshing goes on without a break and the railway companies having no unusual conditions to cope with (outside the strike on the C.P.R.) there seems every reason to believe that the crop will be well cared for.

All the firms are going after early settlements and pressing collections and it is thought that the results will justify all expectations.

An old bachelor says it's as dangerous to send kisses by mail as it is to deliver them in person.

Massey-Harris Warehouse at Indian Head Burned.

The Massey-Harris establishment at Indian Head was badly damaged by fire on the 25th of September. The fire broke out about three o'clock in the morning, and before the flames could be checked, the building was badly gutted. The first floor of the building was filled with agricultural implements, while the upper storey was used as committee rooms.

The origin of the fire is unknown. The loss to the company is covered by insurance, but Hunt & Dickson, who carried on the business, are heavy losers, as they had a large stock of cream separators, carriages and binder twine, which was completely destroyed, and on which there was no insurance.

Saskatchewan Crop Report.

Bureau of Information and Statistics, Department of Agriculture.

Regina, Sept. 28, 1908.—The data supplied by our correspondents show that the crop conditions throughout the province, while by no means uniform except as regards one or two features, are fairly satisfactory to a great proportion of the farmers. It is true that a great many of them have been disappointed in regard to crop yields, but that feeling is due partly to hopes that were raised earlier in the season by the remarkably fine appearance of the crops. From the opinions of our correspondents as to the average yield we are able to present an estimate of the probable yield of grain, which shows that the aggregate will be much in excess of the largest crop that was ever before produced in this province. In 1906, which was Saskatchewan's banner year, the total grain production was 63,052,210 bushels. Last year the grain crop amounted in the aggregate to 53,767,251 bushels, while this year it is estimated that the yield is 89,467,795 bushels.

The following statements show the estimated acreage and yield of the principal grain crops of Saskatchewan:

Grain	Acreage	Estimated Yield	Average per Acre
Wheat...	2,374,058	43,539,608	18.34
Oats.....	1,170,452	41,663,065	35.59
Barley...	101,033	2,695,113	26.67
Flax	141,451	1,570,009	11.10
Total ..,	3,786,994	89,467,795	

F. Hedley Auld,
Chief of Bureau

A crank is a man who will not permit his neighbor to turn him.

Too many sermons are aimed at the pocket books of the congregation.

Pity may be akin to love, but kinship does not always indicate friendship.

The Moline Plow Company Buys Monitor Drill Plant.

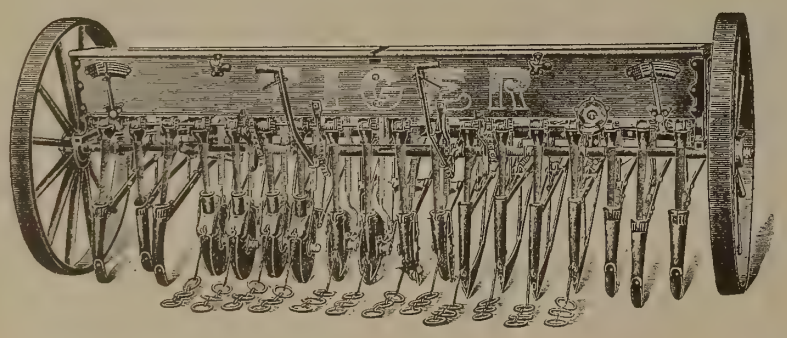
The Moline Plow Co., of Moline, Ill., one of the world's largest manufacturers of agricultural implements and who are represented in Canada by their branch house The Canadian Moline Plow Co., of Winnipeg, have purchased the capital stock of the Monitor Drill Co., of Minneapolis, Minn., and will hereafter run the plant as a branch of the Moline Plow Co.

The policy of the Moline Plow Co., is to make all the goods which they sell, and in addition to their immense plant at Moline, Ill., where plows, corn planters, cultivators, harrows and other tillage implements are made, it owns and operates the Mandt Wagon Co., of Soughton, Wis., The Henney Buggy Co., and the Freeport Carriage Co., of Freeport, Ill. These concerns manufacture the high grade vehicles sold exclusively by The Moline Plow Co.

By acquiring The Monitor Drill plant and adding a grain drill to their already long line of preparatory, seeding and cultivating tools The Moline Plow Co. have a complete line to offer to the trade. The Monitor Drill has established an enviable reputation for excellence, which added to the Flying Dutchman line will help maintain the high reputation which the product of the other factories owned and operated by the Moline Plow Co. have acquired.

We understand that the drill factory will be enlarged and put in condition to turn out a very much larger volume of goods in the near future. Mr. E. R. Beeman, who has been manager for the Monitor Drill Co. will be retained as head of the Monitor Plant by the purchasers.

TIGER DRILLS.



The 1908 Tiger Drill was a dandy, but for 1909 there are several new features worth while.

Improved Malleable Hoe Casting.

Detachable Steel Boot.

New Ribbon Tubes

Pivot Boxes and Short Axles—always self-aligning and wheels never bind.

Plenty more good things. Wait until our traveler calls.

Made by

J. S. ROWELL MFG. CO., Beaver Dam, Wis.

The Stewart-Nelson Co., Ltd.,

General Agents, WINNIPEG.

RAYMOND LINES

ARE TRADE GETTERS

Raymond Sewing Machines

are made to last.

SIMPLE, SILENT AND SPEEDY.

National Cream Separators

EASY TO TURN

EASY TO CLEAN

CLEAN SKIMMERS

Write for Agents' Contracts.

Raymond Manufacturing Co., Ltd.

324-6 SMITH STREET, WINNIPEG

Edmonton.

The district of Edmonton is feeling good over the fact that the crop has been harvested in good condition, and that the different threshing outfits are recording good yields. While we had some slight frosts during the early part of September most of the wheat was either cut or was so far advanced that it was not hurt very much, the oat crop on the other hand not being so early shows some signs of the frost. The crop has been an exceptionally heavy one, and some time later we will be able to report accurately some of the returns.

The implement trade, which has to some small extent been slower this fall than usual, owing to the farmer waiting for final results from his crop, shows signs of improvement during the past few weeks, and the dealers are looking toward doing a good fall trade. The prospects for collections this fall are good, already a large number of farmers have settled their notes before maturity, which goes to show that the financial stringency no longer exists in this part of Alberta.

Stock raising has been given a great impetus in Western Canada, owing to establishment and opening at Edmonton of the mammoth packing plant by the J. Y. Griffin & Co., of Winnipeg, costing in the neighborhood of half a million dollars. An idea can be gained of the size of this plant when one knows the capacity of it. At present they are killing per day as follows:—300 sheep, 300 hogs, 300 cattle and 300 calves, but this can be greatly increased when required. The building is five stories high and they have a floor space of 125,000 square feet. Two government inspectors are employed in inspecting every carcass that is killed, thus insuring to the public that nothing but the very choicest is handled in this plant. Two weeks before the opening of this establishment the price of hogs, live weight, was 4½ cents, while today the price being paid is from 6¼ to 6½ cents, this only goes to show what a great benefit the farmers will reap by having in this part of Alberta a packing establishment of such magnitude, and a company which will always pay the top price. At present their market is practically on the Pacific Coast, as well as a large trade throughout Alberta and British Columbia.

R. V. Bellamy, of the firm of The Bellamy Co., Edmonton, is at present in the East on a business and pleasure trip.

Mr. R. B. Smith, of the Gray Carriage Co., is a visitor to the city in connection with business for his firm.

The Bellamy Co. have recently unloaded a carload of hay presses and manure spreaders made by the International Harvester Co. A number of hay presses as well as manure spreaders have been placed with some of the best farmers round Edmonton.

Quite a number of gasoline traction engines have been sold this fall for threshing purposes. Most of the engines are of the 20-H.P. type.

Three New Branch Houses in Western Canada.

The International Harvester Co. will open three new agencies November 15th, one at Brandon, Man. one at Saskatoon, Sask., and one at Edmonton, Alta. The company state that owing to the large territory covered by each of the three general agencies previously operated in Western Canada, the distance at times was very great from general agency to customer. For this reason the company found it necessary to add three additional branch houses, thereby reducing the territory, and bringing the general agency into closer touch with the customer.

Complete stocks of all machines and repairs will be handled at all branches, and the business will be done at the new ones on the same plan as has heretofore been in vogue at Winnipeg, Regina and Calgary. The three new branches will be entirely independent of the older established ones, and will work directly under the control of the Chicago office. Mr. J. C. Hyndman will be manager at Brandon. Mr. Hyndman has been assistant manager for the I.H.C. Co. at Montreal for several years. During the early part of the present year he was transferred to Calgary, where he has acted in the capacity of assistant manager, and is now transferred from that point to Brandon.

Mr. R. H. Potter, manager of the Saskatoon branch, is a man well known in Western Canada, he having occupied the position of manager at Winnipeg for the Warder, Bushnell & Glessner Co. prior to the amalgamation of the I.H.C. Co. since which time he has held the position of assistant general agent here, and now gets a well deserved promotion.

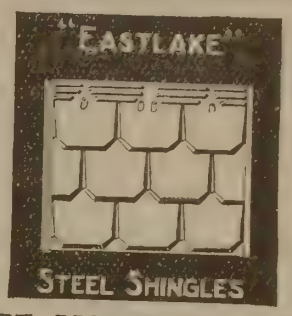
Mr. F. G. McCallum, manager at Edmonton, has occupied the position of blockman for the International Harvester Co., from Calgary office, and as his headquarters have been at Edmonton for several years he is familiar with all the conditions governing their trade in the territory over which he is now appointed general agent.

It would seem that the doubling of the company's branches in Western Canada could have but one result, a very large increase in their business.

Carriage Heaters.

The 1908-09 catalogue issued by The Chicago Flexible Co., 237 Ontario St., Chicago, Ill., just received, is resplendent with illustrations of their famous Clark Carriage Heaters and Clark Coal. The great reduction in price has changed this accessory from a luxury to a necessity. Just think of the arguments that can be used in pushing the sale of Clark Heaters! Why they simply change the temperature of the purchaser's feet from 40 degrees below zero to that of a June day, and when the feet are warm, so also is your customer's heart, in which mood he should readily place an order not only for a Clark heater but anything else in your line he might want.

Get this catalogue, it is worth having.

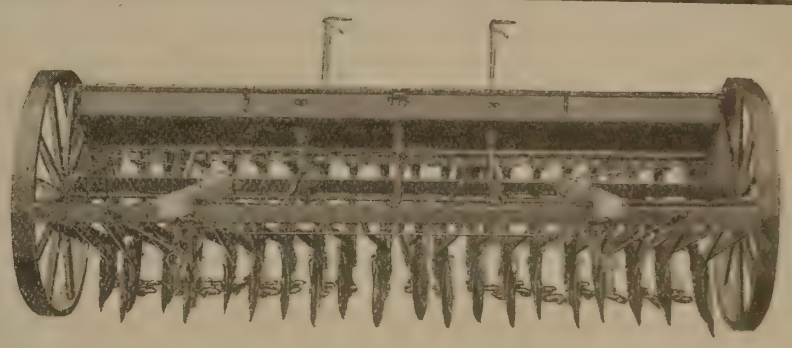


FIRE, LIGHTNING, RUST AND STORM PROOF

SIMCOE, ONT., April 9th, 1908.
"We have handled your 'Eastlake' Shingles for nearly a quarter of a century. They have been on the Court House, Free Library, and other public buildings of this town for 18 years. We have used very large quantities during the past 25 years, and they have always given first-class satisfaction, and have never required any repairs."
(Signed) MADDEN BROS.,
Tinsmiths and Hardware Merchants.

Write for Booklet.

The Metallic Roofing Co., Limited, Manufacturers
TORONTO & WINNIPEG
Western Canada Factory
797 NOTRE DAME AVE.
Winnipeg.



Deering and McCormick Disk and Shoe Drills

The great value of the Deering and McCormick drills in sowing grain is that they deposit the seed uniformly, cover it properly, thus protecting it from frosts and ensuring an even stand. The dealer who handles the Deering or McCormick drills can always feel assured that he is selling a machine that puts the seed in the ground in the best possible manner to produce a good crop.

The great advantage of the Deering and McCormick drills is that the single disk, double disk and shoe drills are interchangeable. There is no question but that double disks are superior in muddy fields, single disks in hard and trashy ground, and shoe drills in well prepared and mellow seed beds. Any of these styles of drills can be changed into either of the other two by putting on either of the other two styles of markers. By doing this the purchaser will have a drill for all conditions of ground—hard and dry, trashy, muddy, or a well-prepared seed bed.

Write the nearest branch house for catalog and information concerning terms and territory.

Western Canadian Branch Houses:
Calgary, Alta., Regina, Sask., Winnipeg, Man., Edmonton, Alta., Saskatoon, Sask., Brandon, Man.

International Harvester Company of America,
Chicago, (Incorporated) **U.S.A.**

Opening For Milk Bottles.

Vice-Consul W. H. Doyle, of Colombo, in stating that in Ceylon there is an evident need of the American clasp-covered or wafer-stopped milk bottles, points out the reason therefor:

While such a bottle is unknown here at present, it is easy of belief that the presentation of its merits to the milk-consuming public would immediately result in its adoption. Typhoid fever is endemic in Colombo, the metropolis of the island, and its ravages are severely felt by all classes of the population. Its occurrence is frequently attributed to milk contamination by the germ-laden dust which blows freely in the dry seasons. This year the prevalence of the disease is such that the public mind is in an anxious state, and the appearance of any device offered with the idea of reducing the chances of infection would be greeted with approval.

There is no such thing as a real milk bottle in Ceylon at present. Bottles of all shapes are used for the delivery of milk. In no instance is a sanitary bottle stopper used, the milk seller resorting to a wad of any kind or color of paper that may be at hand as a substitute for the regular stopper.

While the introduction of the American style of bottle would probably fail to appeal with force to the native owners of the cows and buffalos furnishing Colombo, Kandy, Nuwara, Eliya, and other centers with milk, there is a sufficient large European and Ceylon ese population with hygienic training to warrant the belief that several hundred dozen American bottles would be purchased by milk consumers. The beginning of the trade would be a small one, but there is no doubt that the use of the bottle would become more general each day. Besides, the average life of milk bottles carried by native boys—for there are no delivery wagons—could be estimated at a comparatively short period, and the supply of bottles would need occasional replenishing.—U. S. Trade Reports.

R. B. RAYMOND
Vancouver

JAS. GRANDY
Edmonton

W. J. FORSYTH
Neepawa

JAS. BROWN
Calgary

A. E. WILSON
Regina

D. H. NORRIS
Brandon

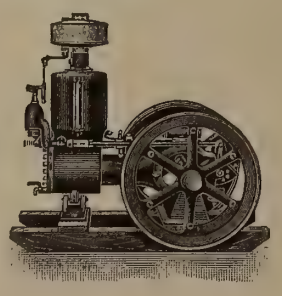
H. A. SOUTHWICK
Saskatoon

DE LAVAL GENERAL REPRESENTATIVES IN WESTERN CANADA.
Winnipeg Branch

Up-to-Date Goods for Up-to-Date Trade

ARE THE

Celebrated Canadian Airmotors,
Stickney Gasoline Engines,
Kelly & Taneyhill Well Drilling Machines,
Toronto Grain Grinders,
Saws and Pumps,



Aylmer Pumps and Scales,
Rife Hydraulic Rams, Tanks in Steel and Wood,
Horse Powers, Tread Powers,
Feed Cutters,
Watering Troughs.

ONTARIO WIND ENGINE & PUMP CO.,
LIMITED,
WINNIPEG, Man.

Eliminate the Objectionable.

"Self preservation is the first law of nature," and under this law it is the right and duty of every man to see that he, and those dependent upon him, have an ample measure of protection. At best this is a narrow view of life, and while it is strictly correct, it does not embrace the broader teaching of the Golden Rule. From a business standpoint it is necessary to consider the matter from the latter outlook in preference to the former.

The Golden Rule is the basis of organization success. "Do unto others as you would have them do unto you," is the corner stone of every association founded for benefit and protection throughout the world. Because this is so it is always good policy to act fairly and squarely with competitors. It is generally true that the man who gets a reputation for being a shark does not stay long in business. The world likes a "square dealer" and that is why competitors should be on good terms with each other.

The local club idea is a splendid thing for the development of this idea, and that is why many argue in favor of the local idea in implement dealers' associations. Where men are brought into direct contact with one another good results are bound to follow, and the longer this continues the better is the feeling engendered and the greater the confidence fostered.

By having small, easily-handled, live organizations, dealers have a force for trade betterment second only to the main association, and more effective in respect to local affairs. Clubs can deal with questions beyond the influence of even an association, but as an adjunct to the larger organization are of inestimable value.

But in order to make them useful it is necessary that the spirit of the Golden Rule shall prevail. Every man must be prepared to give and take to a degree. Concessions will frequently be demanded by some members and possibly some sacrifice must be made, but all this works out right in the end. Harmony is bound to prevail where this "give and take" spirit dominates.

There are so many things which local clubs could effectually accomplish; things that would help for all the future; things that would mean a better and safer business; things that would always mean more profitable results.

The association principle is spreading in the West, the local club idea is gathering strength. Dealers are recognizing the necessity for such. They are becoming more and more impressed with the need for such organizations, and all that is required is some little effort on the part of every dealer. Help the object along. In the end it means that your business will be rendered more profitable, and you more prosperous. Undesirable things will be stopped, if each man gives his help. Will you?

Butter Making in Siberia.

Practically all the creameries in Siberia are owned and operated by a Danish company known as The Siberian Company, with headquarters at Copenhagen, Denmark.

The general manager, Mr. Hansen, although young in years, is old in creamery experience, having spent his whole life in that line of work.

The following report of the success of his company was given in a recent U.S. Consular Trade Report:

"Some years ago Mr. Hansen became convinced that a large and profitable business could be done in establishing creameries in central Siberia on and near the line of the Trans-Siberian Railway. To anyone knowing the Russian peasant it was quite unnecessary for Mr. Hansen to explain the difficulties he had to overcome before getting his first creamery started. That accomplished and his product necessarily very limited in quantity, ready for shipment, he was brought sharply in contact with the Russian railway official, than whom a more conservative "stand pat" individual does not exist in the world. However, Mr. Hansen's quiet, convincing ways finally conquered, and to-day the Russian railways run two special fast freights per week at passenger train speed, made up of about 20 refrigerator cars each and loaded exclusively with butter. From the small beginning a business has grown up that in the year 1907 had a turn over of between $6,000,000 and $7,000,000.

INCREASING NUMBER OF CREAMERIES

The Siberian company has at present 40 creameries and is adding to this number as rapidly as new villages are found where the peasant can be persuaded to deliver his milk instead of working it himself. Mr. Hansen estimated that they took milk from about 12,000 peasants, each of whom kept from 4 to 6 cows, but then, as Mr. Hansen explained: 'We consider that it takes 5 to 6 Russian cows to furnish as much butter fat as one Danish cow.' In experimenting as to the best and most economical manner of treating milk they have tried working with skimming stations, in which case only the cream is brought to the creamery, but have finally decided that the butter produced is much finer in quality and considerably greater in quantity when the whole milk is delivered direct to the creamery. Cream alone is undoubtedly very greatly deteriorated in transportation, which is not the case when it is left in the milk.

PURCHASE OF FARM IMPLEMENTS

"The Siberian company are large purchasers of agricultural implements of all classes that are adapted to the wants of their peasant customers. They grant a certain line of credit to any peasant who delivers them his milk and in settling each month retain a certain percentage of the amount due him, crediting the sum on his account and paying him the balance in cash. This system has undoubtedly been a great factor in the unprecedented success of the company. In the old days the peasant very seldom, if ever, saw any cash at all. He was furnished his implements and supplies by a trader who was sufficiently versed in bookkeeping to continually keep a fair sized debit balance on each customer's account."

Moving Into New Quarters.

The Empire Cream Separator Company are moving on October 15th from their present quarters, 301 Chambers St. in the building occupied by the Ontario Wind Engine & Pump Co., to the Rialto Block at 482½ Main Street. In their new place of business they will be very comfortable as the offices are well lighted and commodious, as well as being centrally located, and they have secured ample space so that one room can be reserved for show purposes.

Increase Their Line.

The Stewart-Nelson Co., Winnipeg, have added to their already large line of implements and machinery, the product of Beatty Bros., Fergus, Ont., manufacturers of The B. T. litter carriers, feed conveyers, milk conveyers and hay carriers, etc., etc. This is a line of goods that almost any dealer should be able to place in his locality.

Write the Stewart-Nelson Co. for full information.

Plow Folder.

From the pen of F. D. Blake we have receivel a folder dealing with the John Deere line of stag, sulky and gang plows.

This booklet is a work of art considered from a photographic point of view, as well as from that of the man interested in getting information about the implement described. During our twenty years of photographic experience we feel safe in saying that we have never seen nine consecutive outdoor photographs taken by one man, equal to the nine used in this booklet.

Write Jno. Deere Plow Co,, Winnipeg, for a copy of this folder, it will interest you.

Objections.

The office boy handed back his teacup in which two flies were floating.

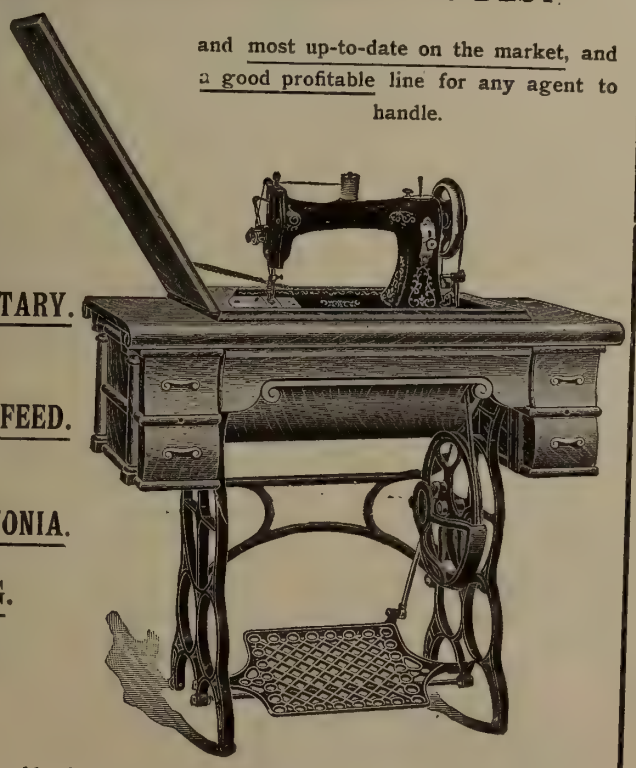
"'Fraid of flies?" said the pert waitress, flicking them out with a spoon. "Not so much that," answered the lad, wearily: "but I don't hold with mixed bathing."

GOOD RELIABLE AGENTS WANTED

OUR SEWING MACHINES ARE THE BEST

We have the Combined Secretary and Cabinet.

and most up-to-date on the market, and a good profitable line for any agent to handle.



THE DAVIS ROTARY.

THE DAVIS VERTICAL FEED.

THE NEW DAYTONIA.

THE STERLING.

THE WINNER.

All manufactured by the **Davis Sewing Machine Co., Dayton, Ohio.**

WE GUARANTEE to give you better prices on our Machines than it is possible for you to obtain anywhere else in the country.

All we want you to do is to write for our Catalogues and **SPECIAL PRICES,** and remember, that **NOW** is the time to do business.

HEDLEY & BELL 1204 Rosser Ave., **BRANDON, Man.**

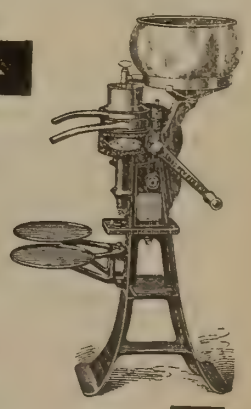
A Million People

Have bought De Laval Separators because they were better than others.

The 1908

Improved De Laval Separator

with its graceful outline, delightful simplicity, noiseless gear and great capacity has furnished one hundred and one additional reasons for the exclusive use of De Laval Separators by discriminating dairymen.



Ask for new 1908 Catalog.

THE DE LAVAL SEPARATOR CO.

MONTREAL WINNIPEG VANCOUVER

Brandon.

Mr. John McIntyre, manager of the collections department for The J. I. Case Thresher Co., Winnipeg, is visiting here.

Mr. Isaac Woods, of the Melotte Cream Separator Co., of Regina, has been assisting their local agents in this city for a few days.

Mr. A. E. Robertson, late of The J. I. Case Thresher Co., Winnipeg, has accepted a position with the Cockshutt Plow Co., here, as manager of the collections department.

The establishing of a branch of the International Harvester Co. will mean much to Brandon, and will increase greatly the city's importance as a distributing center. It is understood that the company will employ about twenty people,which will include travellers, most of whom will make their homes here.

Mr. Addison, western manager of Sylvester Bros. Mfg. Co., has been away for two weeks' holiday. Mr. F. Sylvester, of Lindsay, Ont., president of the company, is spending a month at their western branch here. He has expressed himself as being much pleased with the outlook for fall trade and collections.

Mr. J. C. Hyndman, manager of the new branch of the International Harvester Co., established here, has arrived in the city, and is arranging for the opening of the company's fine new offices on Rosser avenue between 13th and 14th streets. Mr. Hyndman is moving his family to Brandon, and will make his home here.

Among other visitors to the city we notice the following: Mr. Humphrey, of the firm of Humphrey & Son, Griswold; Mr. W. Chisholm, of Wood & Chisholm, implement dealers at Bradwardine. Mr. W. A. Brady, dealer in agricultural implements at Reston; Mr. Jos. McKeever of Oak Lake; Mr. D. B. McLeod, of Winnipeg, manager of the Rumley Co., and Mr. Merrell, of Merrell & Kelly, Souris.

We are pleased to report a very fair business doing in plows. Collections have scarcely started yet; although a great deal of threshing has been done, yet very little grain is being marketed. On account of the late inclement weather no threshing has been done for over a week. However, we are looking forward to a very large percentage of both old and new scores being paid off in full.

The Business Letter.

Somehow or other there seems to be an unwritten law that business letters are good in proportion to their brevity. Like most unwritten laws, this one is poor law, but it serves a good purpose. If the average business letter was much longer it would cause nausea.

Honestly, it is one of the riddles of the universe why bright, intelligent business men, whose conversation is really worth while and who have education enough to handle the King's English without fouling it, drop into jargon and solecisms that curl your hair the minute they take their pen in hand or start dictating to some blonde beauty.

There are exceptions, of course, but ninety-nine out of every hundred business letters written are absolutely lacking in individuality, or attractiveness.

A letter is supposed to be a written speech. A good letter when read aloud sounds like real talking. A good letter is natural—not monotonous. A good letter makes an appeal to its reader.—Price Current.

Diamonds are trumps during courtship—and clubs after marriage.

A Model Ear of Corn.

Some time the latter part of October, the Missouri Agricultural College, at Columbia, will lay the cornerstone of its new hundred thousand dollar agricultural building, and in the box to be enclosed in the cornerstone in an hermetically sealed glass case, will be deposited an ear of corn that conforms to our present ideals of a good ear as nearly as it is possible to find one. All of the corn growers and breeders of Missouri have been asked to carefully cull their product with a view to finding such an ear. Anyone in the state who has a very high class ear is asked to send it to Dean H. J. Waters, at Columbia on or before October 20th. Each ear must be wrapped in paper and a number put on the outside of the package. Inside of the package is to be a sealed envelope containing the name of the grower and a number corresponding to that on the outside of the package. A wholly disinterested committee, consisting of one member of the faculty of the College of Agriculture, one member or officer of the State Board of Agriculture and one member of the State Corn Growers' Association, none of whom shall be offering corn, shall select the best type from all the ears sent. The ears not selected shall be put in the college museum, with the name of the grower, or will be returned to him postpaid as he may prefer.

The ear may be of the present or any previous crop, so long as it is sound and free from vermin, and may be of any variety, so long as it possesses extraordinary quality for its kind.

The college is sending free to all who request it an illustrated pamphlet, by Professor Miller, of the Department of Agronomy, describing a perfect ear of corn.

Enclosed in the glass jar with the ear of corn will be the name and address of the grower of the ear selected, with a copy of the score card for an ideal ear of corn as it is now used, together with the score of this particular ear by an expert judge.

It is assumed that a century or more hence, when this stone structure is torn down, the people then living will be interested in having the opportunity to see what our notions of an ideal ear of corn were in the early stages of corn breeding.

Non-Freezing Cooling Solution for Gasoline Engines.

G. W. N. asks: Will you kindly inform me if there is a non-freezing solution for cooling gasoline engines? I have 4½ horsepower with 25-gallon tank. Also what chemical effect, if any, same has on the castings? A. There are three common methods of keeping water in the cooling coils of automobiles from freezing. 1. Use a mixture of four parts of water and one part wood alcohol. The difficulty with this method is that the alcohol tends to evaporate out from the water and has to be replaced from time to time. 2. Use a nearly saturated solution of calcium carbonate. The difficulty with this solution is that it has a slight tendency to corrode the metal it comes in contact with. 3. Use a mixture of four parts water and one part glycerine, to which should be added about one pound of ordinary washing soda for every ten gallons of the mixture, to correct a slight tendency towards acidity from the glycerine. It is possible to freeze any one of the above mixtures if the temperature is sufficiently lowered, but none of them is likely to freeze at a temperature above about zero Fahr. Any one of the three mixtures will give satisfactory results, but in our judgment perhaps the third is the best. If a mixture is desired for a temperature below zero degree, we would

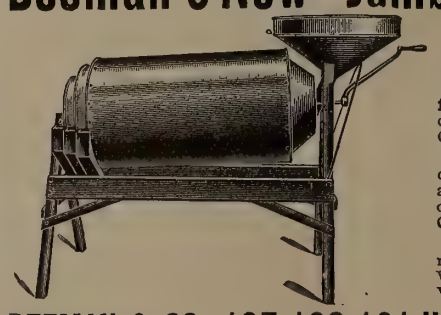
It's the 'White'

Sewing Machine Agency you want--for it has exclusive features not found in any other machine. It is not sold to Catalogue houses. It is built of the finest materials and has dozens of talking points not found on any other machine.

OUR PRICES ARE RIGHT. AGENTS WANTED.

The Harmer Implement Co. Winnipeg.

Beeman's New "Jumbo" Grain Cleaner



Guaranteed capacity on wheat 100 bushels per hour.

Just the machine for Cleaning **Grain for Market** on account of its large capacity and an absolute necessity in Cleaning **Grain for Seed.**

The "Jumbo" is sold on a guarantee to do **better work and more of it** in all kinds of grain and seeds than any other cleaner. This is why the "Jumbo" Cleaners are so easily sold at a good profit.

We give exclusive sale to dealers and do not sell farmers where we have an agent. Why not sell the farmers what they want? Write today and secure the agency.

BEEMAN & CO., 127-129-131 Higgins Ave., Winnipeg, Man.

recommend adding wood alcohol to the third mixture. While we have had no experience with this, we believe it would give good results.—Scientific American.

Will France Increase Import Tariff.

A commission in the interests of the French machine-tool makers has been canvassing the subject of late. This commission points to the development of the U. S. machine-tool industry as being largely a result of the protection afforded it by the McKinley Tariff.

The best obtainable opinions say that if an increased tariff be granted the manufacturers of machine-tools, the same argument will apply with equal force for an increase in agricultural machinery, sewing machines, typewriters, etc. The result would be a general increase all round. Opponents say that the experience of Germany in recently raising its rates has proven so unsatisfactory that it would be unadvisable for France to pass similar measures.

Many an upright piano is a downright nuisance.

Give Him a Hearing.

Every traveling man that comes into your store has a story to tell you that is worth telling.

It must be worth it, or else his firm wouldn't keep him on the road day after day at a cost of dollars and dollars.

The story may not be worth your listening to but you cannot tell until after you have listened.

Every traveling man that comes into your store snould have your courteous attention, whether you want to buy goods or not.

Aside from a polite standpoint, this is so for the sake of policy.

In the words of a "notorious" knight of the grip, "the traveling man is an appreciative cuss and when a merchant is easy to get at he gets the best that the travelling man has."

If you are nice to the traveling man you can be sure that he will be nice to you, and when he has a "puddin'" up his sleeve he will save part of it for you.—General Merchant's Review.

The Value of a Trade Paper.

Sometimes we meet a man who says: "Oh, I never take the time to read trade papers. I am too busy looking after my own business." Such a man does not wisely look after his own business. He is neglecting one of the most important needs in business, his purchasing.

In the last thirty years trade papers have become a great factor in industrial and commercial life, and one of their greatest values is the information they give the buyer regarding what and where to buy.

It pays to know where to buy. By keeping posted the shrewd buyer can always balance the propositions of competing sellers and is in the position of being able to nail down misstatements or unfair arguments of salesmen who are seeking his order.

The limitations of space, however, prevent the advertiser telling the buyer as much as he is willing to or as much as it pays the buyer to know. Hence it has been accepted wherever trade papers are read, that the buyer is at liberty to ask for further information regarding any line advertised and the advertiser has learned the wisdom of granting such requests in the most liberal spirit.

It pays to sit down after every paper comes in that is devoted especially to your work, to look through the advertisements and write for full information regarding every appliance or article you feel you should know more about than you do today—Canadian Manufacturer.

MR. DEALER—Do you know that

CATER'S WOOD AND IRON PUMPS
STAR WINDMILLS
GASOLINE ENGINES

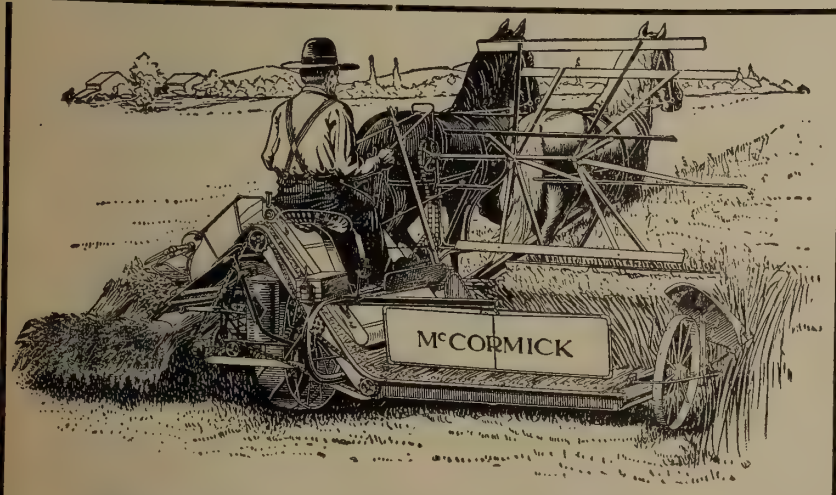
Are the best made in the West, and our prices are the lowest.

SEND IN YOUR ORDERS FOR FALL TRADE AT ONCE

Your orders will receive prompt attention if sent to us. Write for Catalogue. Address;—

BRANDON PUMP & WINDMILL WORKS

Dept. D BRANDON (H. Cater) MAN.



McCormick Harvesting Machines

In materials and workmanship McCormick harvesting machines are unrivalled, while the machines themselves are abreast with the times—in fact, they are in the lead with modern improvements. The McCormick line for 1909 is equipped with every known device for convenience and efficiency. The line includes binders, reapers, mowers, hay tedders, hay rakes, hay loaders, hay stackers and hay presses.

Progressive Canadian dealers should anticipate the demands of progressive farmers, and be in a position to supply machines built in the largest agricultural machine works under the British flag.

If you are a McCormick dealer you also have the advantage of carrying a stock of the best disk drills, hoe drills, cultivators, seeders, land rollers scufflers, gasoline engines, cream separators, hay presses, manure spreaders and wagons.

Any general agent or blockman will be glad to give you full particulars relative to agency, terms and territory. Write for catalogue.

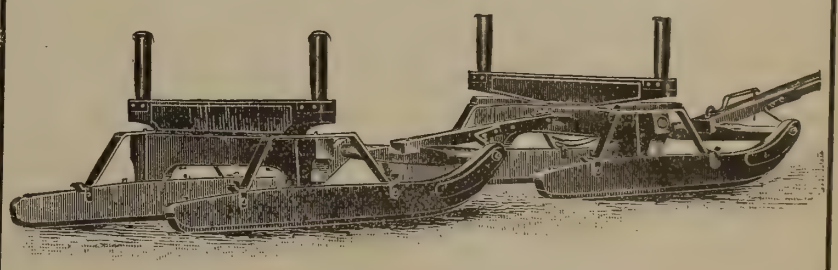
Western Canadian Branch Houses:

Calgary, Alta., Regina, Sask., Winnipeg, Man., Edmonton, Alta., Saskatoon, Sask., Brandon, Man.

International Harvester Company of America

Chicago, (Incorporated) U.S.A.

WILKINSON SLEIGHS



Made of the very best, bone-dry material.

Always track. Every part for each size made exactly in proportion.

Ironing is just in the right place, full size and enough of it to ensure great strength.

Do not be put off with inferior makes. The Wilkinson is right.

The Stewart-Nelson Co., Ltd.

WINNIPEG, Canada.

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published Monthly by
Canadian Farm Implements, Ltd.
F. D. BLAKELY, Manager
901-2 UNION BANK BUILDING,
WINNIPEG, - - CANADA
Telephone 518

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Change of Copy for Advertisements should reach this office not later than the 5th of each month.

CORRESPONDENCE
solicited from dealers, jobbers, general agents, travelling salesmen, manufacturers and others, on matters pertinent to the agricultural implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign name. This paper reserves the right to edit all matter submitted but does not undertake to endorse opinions expressed in its correspondence columns.

Member Western Canada Press Association.

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WINNIPEG, CANADA

OCTOBER, 1908.

Railway Commission Decision.

Judge Maybee and Dr. Mills held a three days' sitting of the Board of Railway Commissioners at Winnipeg recently, when the Winnipeg freight rates case was re-argued at great length. Mr. E D. Martin, president of Martin, Bole & Wynne Co., Winnipeg, and G. F. Henderson, K.C., of Ottawa, appeared for the Winnipeg Board of Trade, the Winnipeg Jobbers' & Shippers' Association, the Deloraine Board of Trade, and Winnipeg Implement Dealers' Association; the Canadian Pacific Railway and Canadian Northern Railway Companies were represented by Mr. C. F. Chrysler, of Ottawa, and Mr. R. H. Beattie, of Montreal, general counsellor for C.P.R.

Mr. Martin reviewed the case that they put in at Ottawa at some length, when he was followed by the solicitors above mentioned. Judge Maybee while giving a decision on some technical points of law, stated that owing to the great importance of the case and the many intricacies of tariff making the commissioner would confer with their chief traffic officer, Mr. Hardwell, who had made the suggestion that a comparison be made with the scale of freight rates established by the Board of Railway Commissioners for Ontario with the present rates applying from Winnipeg, in order to arrive at the reasonableness or otherwise of the latter. Judge Maybee stated that all parties to the complaint would be furnished with a copy of Mr. Hardwell's report, so as to enable them to place their views on Mr. Hardwell's report fully before the board.

The Ontario freight rate schedule referred to by Mr. Hardwell is very much lower than the scale of rates applying from Winnipeg, and it is therefore felt that a satisfactory decision to all concerned will be given very soon.

Of course any reduction in the local distributing rates from Winnipeg will have the effect of similarly reducing the rates from other distributing points, such as Portage la Prairie, Brandon, Regina, Moose Jaw, Calgary and Edmonton.

It is to be regretted that the boards of trade and other organizations throughout the West did not lend their material aid in fighting this advance in freight rates.

New Professors for Manitoba Agricultural College.

Mr. S. A. Bedford, formerly superintendent of the Brandon Experimental Farm, has been appointhead of the department of field husbandry. Mr. Bedford requires no introduction to those interested in agriculture in Western Canada. We believe we are safe in saying that there is not a better posted man on agricultural subjects in the West. His long connection with the experimental farm at Brandon and since with the Nursery Company at Brandon, eminently fit Mr. Bedford for the position.

Mr. W. Brandon, of Winnipeg, has been appointed instructor in mechanics and engineering at the Agricultural College. Mr. Brandon is a Canadian, having been born at Orillia, Ont., where he learned his trade, after which he moved to Toronto, thence to Grand Rapids, where he was connected with a large experimental establishment for some time, moving from there to Muskegon, Mich., to work with the Shaw Electrical Crane Works. For the past six years he has been with the C.P.R. and C.N.R. for the latter company was foreman tool-maker. With his large experience he should make an ideal instructor for the college.

The management of the college are to be congratulated upon the selection of these two gentlemen.

Refusing Drafts.

Refusal to honor drafts upon presentation is a source of great annoyance and expense in present day commercialism. Outside of actual disregard of obligations there is nothing so detrimental to the interests of any man engaged in the retail trade than a reputation for returning drafts unhonored; especially when no explanation is vouchsafed or the excuse given hinges on a very trivial pretext utterly unworthy of consideration.

Because we have the very best interests of our readers at heart and because the subject is one of more than ordinary importance to the trade at large we advise the acceptance of drafts on presentation, and then if there is ground for dispute let it be fought out by correspondence. If any member of the trade has a just and right claim against another member of the trade he can prove it by correspondence and have the whole controversy speedily settled.

Just the other day a case in point came to our attention. A retailer ordered some goods from a jobber. Not having the stock on hand the jobber sent the order direct to the manufacturer, specifying that he ship immediately and direct to the retailer. In due course the goods were delivered and accepted. When the time for payment came due the jobber notified the retailer and asked for remittance. This letter was completely ignored by the latter whereupon the jobber made draft on him for the amount of the account, plus the charges for collection. A few days later the draft was returned with the statement: "Refused. Will not pay exchange."

Naturally incensed the jobber wrote his customer, reminded him of all the conditions of the transaction and again made draft on him, —this time plus the return charges on the old draft as well as the exchange on the new. Nothing was heard in response from the retailer and in due season the draft was again returned marked: "Won't pay exchange." Thereupon the jobber advised his customer that unless payment was made of the total amount of the account, plus the additional expense incurred through the retailer's refusal to meet the drafts, by a certain date action would be taken against him.

Was the jobber harsh in his treatment of that retailer? Many will insist he might have been more conciliatory, while others will contend he was at all times within his rights according to strict business procedure. To the person judging the case, without prejudices on either side, the jobber was on the right side. He sold the retailer the goods, granted him credit for their value for a certain period, advised him when date of payment was due requesting remittance. Not hearing from him he accordingly drew on him for the amount of his account plus the cost entailed in collection. It is useless to argue that he was asking more than that to which he was justly entitled.

The retailer should have accepted the draft presented, especially when he had ignored the jobber's letter requesting payment when the account was due. If he felt that he should not pay the exchange he should have taken the matter up with the jobber by correspondence and proven why not. His action was of such a nature as to incense any business man and cannot be upheld.

Undoubtedly there are many cases where some of our readers have just grievances against jobbers in connection with the matter of charges. Nevertheless it is always the best policy to meet drafts and then discuss the matter, either by mail or in person. Refused drafts are simply regarded as bad marks against one's credit and among the best houses the man with a reputation for refusing drafts is never considered a desirable customer, in fact, in some cases, his business will not be accepted.

The G. T. P. Open for Business.

Since the last issue of Canadian Farm Implements was published, the Grand Trunk Pacific Railway has opened up its line for passenger, freight and telegraphic business between this city and Wainwright, Alberta, a distance of 666 miles. There are 100 named stops between the two points, 32 in Manitoba, 61 in Saskatchewan, and 7 in Alberta. Up to our going to press, the company have an agent and telegraph office in 24 out of the 100 stations. They will no doubt open offices just as quickly as business warrants the additional expense.

What does the opening of so many new stations mean to the im-

plement trade? It means that in every little hamlet along the 660 odd miles of new line of railway, there will be from one to three new implement dealers in business. This will in some cases mean the cutting down of the territory of dealers in adjacent towns on another line of railway, but for the most part the new road will open up sufficient new country supplied with new settlers who will break up enough virgin prairie to not only help supply the line with traffic, but will also be customers to the dealers and merchants for their wares.

Personals.

Mr. C. W. Davidson, of Laxdal, Sask., has commenced business in the implement trade in that town.

The Farmers' Union Elevator Co., Ltd. at Gretna has assigned to C. H. Newton.

Mr. R. H. Street has commenced in the implement business at Scott, Sask.

Mr. Geo. Braden, dealer in agricultural implements at Rosthern, Sask, has recently added a line of harness to his stock.

W. R. Latimer has bought out the stock of implements, etc., estate of R. J. Coulter at Battleford, Sask.

Messrs. Conroy & Mitchell, blacksmiths and carriage makers, have started business at Wainwright, Alberta.

Mr. C. S. Quayle has accepted the position of chief accountant for the Canadian Moline Plow Co., at Winnipeg. Mr. Quayle comes from Mason City, Iowa.

Mr. Chas. Godkin has bought out the implement business carried on by Jones & Godkin at Miami, Man.

A new concern to be known as Leeder & Swan, dealers in agricultural implements, has started business at Lloydminster, Sask.

Shannon & Jeffrey is the name of the new firm opened up in the farm implement business at Viscount, Sask.

Mr. J. J. Fallis, dealer in agricultural implements at Caron, Sask., has sold out to Mr. F. F. McBride.

Mr. H. A. Dunn, manager for the Jno. Deere Plow Co., at Calgary, has just returned west after spending a week in Winnipeg.

Mr. Geo. D. Hill, traveler for the Jno. Deere Plow Co., with headquarters at Calgary, was in Winnipeg for a few days.

MR. R. H. POTTER,
I.H.C. Manager, Saskatoon.

The subject of the above illustration Mr. R. H. Potter commenced in the implement business in 1893 with the Warder, Bushnell & Glessner Company, and was employed in different capacities until March 1st, 1900, when he was transferred to Winnipeg, in charge of the Warder, Bushnell & Glessner Company's interests in Western Canada, which continued until the organization of the International Harvester Company of America, when he was given the position of Assistant General Agent for Manitoba, which is now terminated by his transfer to the position of General Agent at Saskatoon, Saskatchewan.

Mr. Jno. Shields, traveler for the Jno. Deere Plow Co., with headquarters at Edmonton, was in Winnipeg for a few days.

Mr. N. O. Berve, traveler for the Jno. Deere Plow Co., with headquarters at Saskatoon, spent a few days in Winnipeg.

Mr. C. Wuthrich, traveler for the Jno. Deere Plow Co., with headquarters at Souris, was in Winnipeg for a day or two.

Mr. W. J. Hall, of Wm. Gray & Sons Co., has returned from a trip throughout the West. Mr. Hall says that his concern is going to get the money this fall.

W. V. Lindeburgh has opened up in the implement and vehicle business at Punnichy, a new town on the G.T.P., which is handicapped by bearing the Indian name of Heubach.

Mr. H. H. Kohlman, manager for the Jno. Deere Plow Co., at Regina, was at the head office of the company in Winnipeg for a few days. He gave us a call while in the city.

Mr. W. J. Thompson, formerly manager of the Brandon Machine Works Co., and now representing the National Engineering Co., of Saginaw, Mich., recently spent a few days in Winnipeg.

Mr. O. F. Berkey, manager of the Canadian Moline Plow Co., has recently returned from the Twin Cities bringing his family with him, so that he has now become a permanent resident of Western Canada.

Mr. C. W. Maginn, general traveler for the Speight Wagon Co., of Markham, Ont., was in Winnipeg on business for his concern. While here he made the rounds of the trade renewing old acquaintances.

Mr. Ed. S. Strachan, manager of the Jno. Watson Mfg. Co., here, has been laid up in the hospital for the past month with typhoid fever. We, with his other friends, rejoice in the fact that he is able to be around again.

Mr. O. F. Berkey, manager of the Canadian Moline Plow Co., has left on an extended trip through the West. This is Mr. Berkey's first trip over the road since taking charge here. We have no doubt that there are some surprises in store for him.

Mr. T. J. Storey, of Brockville, Ont., manager of the Canada Carriage Co., was in the city for a few days calling on their representative here, the Jno. Deere Plow Co. Mr. Storey is just as genial and as full of optimism as ever.

E. F. Hutchings, president of the Great West Saddlery Co., has just reurned from a four weeks' trip through the West, during which he visited several branches of his concern. He reports a great improvement in business throughout the West.

Mr. D. M. Hackney, western manager of the Raymond Mfg. Co., has just got back from spending a couple of weeks in Ontario, having spent the greater portion of that time at Guelph, where the head office and factory of his firm are located.

Mr. Z. K. Carson, manager of the P. & O. Canadian Plow Co., has just returned from an extended trip through the West, during which he called on their branches at Calgary and Edmonton. Mr. Carson reports conditions as being exceptionally promising.

Mr. Sager, of Sager & Co., implement dealers, of Lavenham, Man., was in the city for a day or two. Mr. Sager is an individual who looks on the bright side of things, and believes that prospects for the coming season, both from the collection and sales point of view, are good.

The E. M. Kramer Co., of Paxton, Ill., have made warehouse arrangements at Winnipeg, Regina and Calgary, so that orders for their rotary harrow may now be filled from any of the foregoing points. The correspondence, however, for the present will continue to be taken care of from Paxton, Ill.

Mr. A. E. Mott, western manager of the Cockshutt Plow Co., has just returned from a trip through the West. He reports business as being fairly good for this season of the year, and believes that indications now point to good collections this fall, and the outlook for next year's business very bright.

Mr. W. Antliff, manager of the Melotte Cream Separator Co., has just returned from a trip covering points on the Manitoba and Northwestern line in the interests of his company. He reports business as being good, and that indications now are for good collections this fall.

Mr. David Drehmer, assistant manager of the John Deere Plow Co., has just returned from spending a couple of weeks in the south. During his absence he took in the Minnesota State Fair, and enjoyed himself generally. Mr. Drehmer states that notwithstanding many counter attractions in the Twin Cities and to the south, he was indeed glad to return to Western Canada.

Murray F. Wittichen has gone on the road for the Harmer Implement Co. and will cover the territory west of Regina. During the past summer Mr. Wittichen has worked for the Calgary branch of the International Harvester Co. He is a bright young fellow, and seems to have the requisite amount of enthusiasm to make a good road man. We wish him success.

Mr. C. B. Frost, president of the Frost & Wood Co., of Smith's Falls, spent a week in the city with Mr. Ruby, the western manager of their concern here. It is two years since Mr. Frost last visited the West, at which time the excavation for the building, now their western headquarters, had only been made.

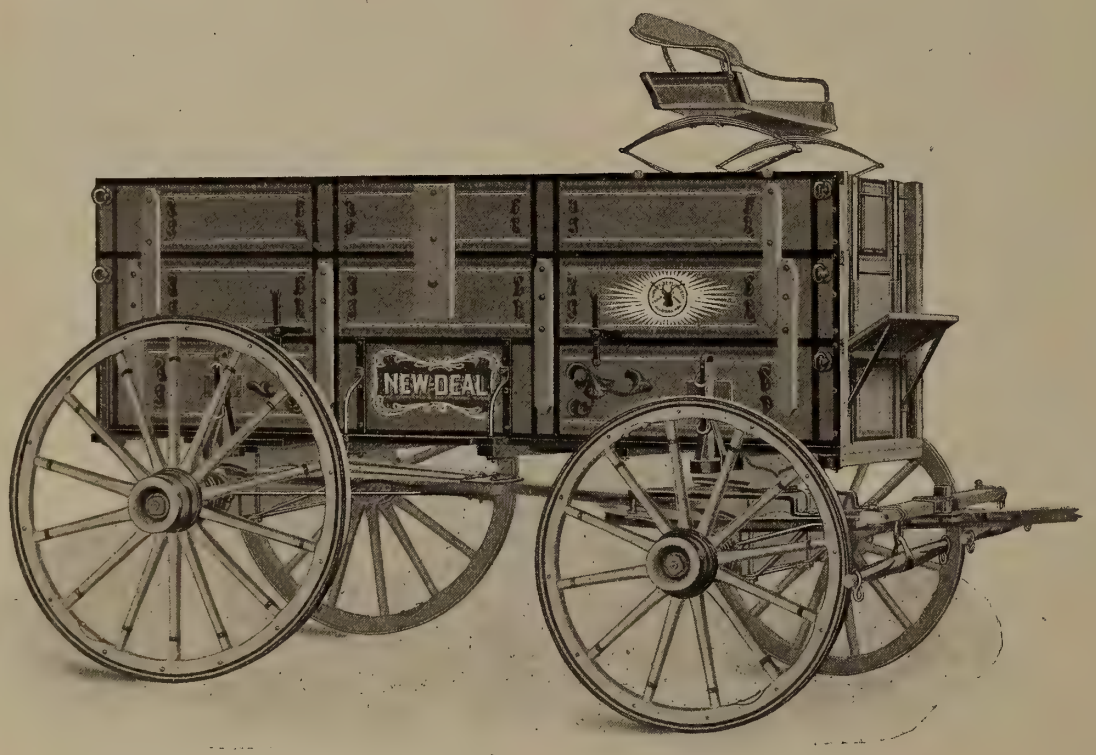
Mr. Frost expressed himself as being well pleased with business conditions in the West, and stated that if paper was met in this country when due, it would be an ideal country in which to do business.

NEW-DEAL WAGON

1st---A Good Wagon Made of **Air-Seasoned Lumber**

2nd---A Wagon Possessing a Great **Many Distinctive Features of Merit--**Plainly Apparent to the Prospective Customer.

A WAGON YOU CAN SELL AT A PROFIT



NEW-DEAL WAGON

Extra Well Finished

Clipped Gears

Patent Grooved Sand Collar Skeins, Etc. Etc.

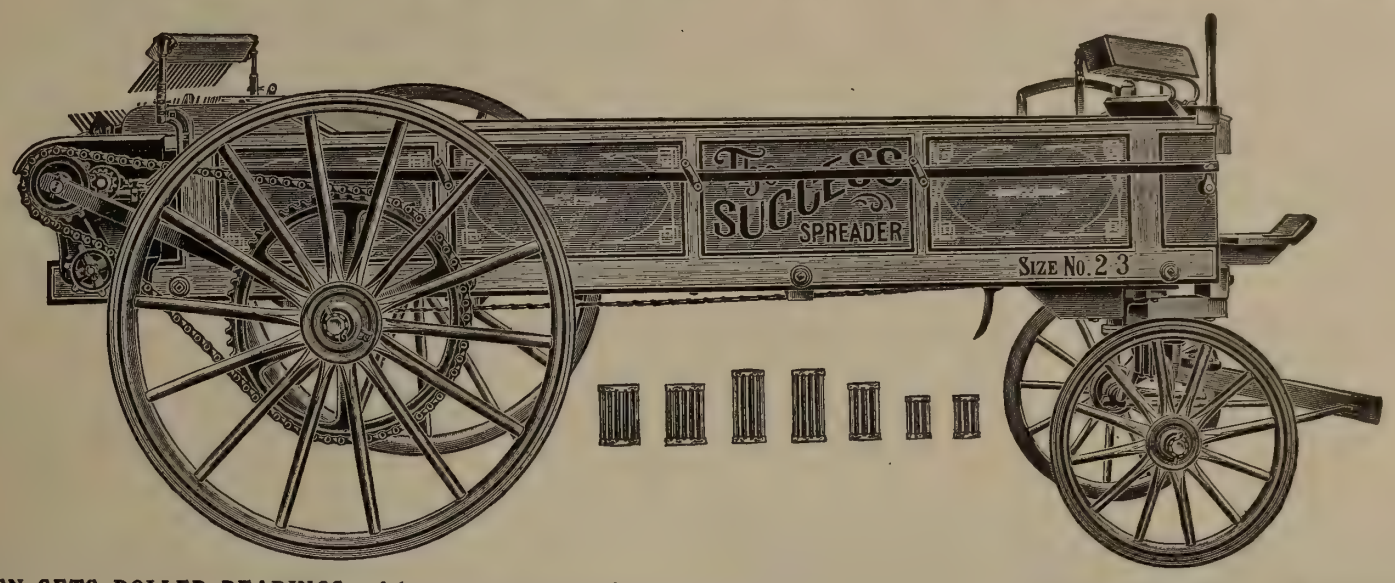
Send for Catalogue Describing in Detail.

A WAGON THAT IS KEPT UP-TO-DATE
ONE THAT WILL PAY YOU TO TIE TO
AND ESTABLISH A TRADE ON.

JOHN DEERE PLOW COMPANY LTD.,

WINNIPEG Regina Calgary Edmonton

SUCCESS ROLLER BEARING LIGHT DRAFT SPREADER



SEVEN SETS ROLLER BEARINGS with correct construction throughout make it one horse lighter draft than old style Spreaders.

Dealers handling this spreader have no competition. It is not necessary to talk price when selling the SUCCESS. They can be and are sold at a good profit.

Farmers want a spreader that is simple, light draft, free from breakage, and one that pulverizes manure perfectly. This combination of features is found only on the SUCCESS ROLLER BEARING LIGHT DRAFT SPREADER.

Genuine Bissell Disc Harrow

The Disc that Farmers want. **Some good features** are — CORRECT BALANCE—Stays down at its work, does not buckle, bind and hump up in the center.

Shape of Disc — Cuts, turns and stirs the soil, where others only scrape the ground.

Light of Draft — Forty hard Anti-friction Balls used in every "Bissell" Harrow relieve the horses.

Ease on Horses' Necks—The HITCH is well back, the seat projects at the rear of frame; no weight on necks.

The Fosston is the Grain Cleaner Your Trade wants.

Here are Fosston Facts—

The only Patented Feed Device—which allows grain in Machine only when running—Feeds full width of sieves.

A Patented Gang for separating wild or tame oats from wheat. Composed of a series of nine perforated zinc screens.

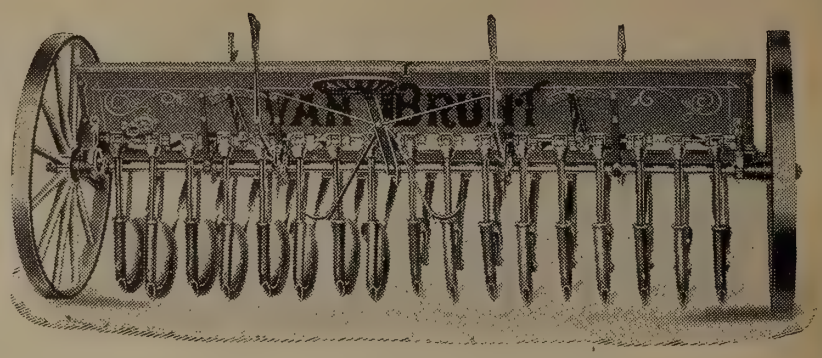
A Bottom Screen thirty-six inches long. Under this screen is arranged a patented cleaning rack to keep bottom rack clean. Special attachment for separating wild or tame oats from barley. Screens for cleaning all kinds of grain. Bagger can be attached in five minutes.

John Deere Plow Company Ltd.

Winnipeg Regina Calgary Edmonton

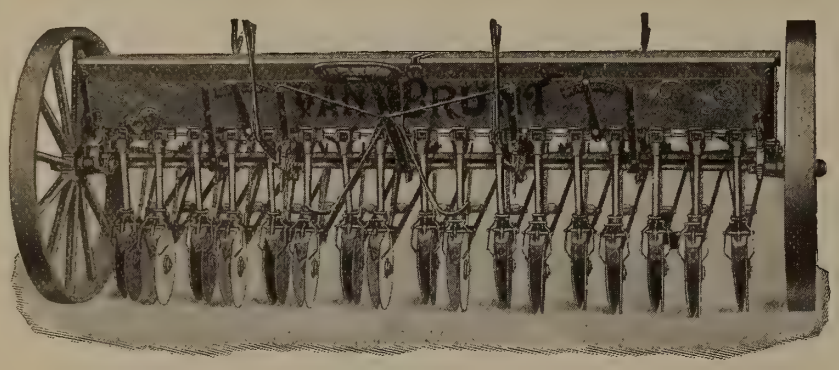
VAN BRUNT DRILLS

Are Known by the Friends
they have made.



VAN BRUNT DISCS DIG THE FURROWS BEFORE THEY PLANT THE SEED. ALL OF THE SEED IS PLANTED ACROSS THE BOTTOM OF THESE FURROWS THE WAY IT OUGHT TO BE.

DEALERS KNOW THEY CAN DEPEND ON THE VAN BRUNT.



It does fine work and will not clog in any soil where a team can navigate.

Foot Boards or Seat.

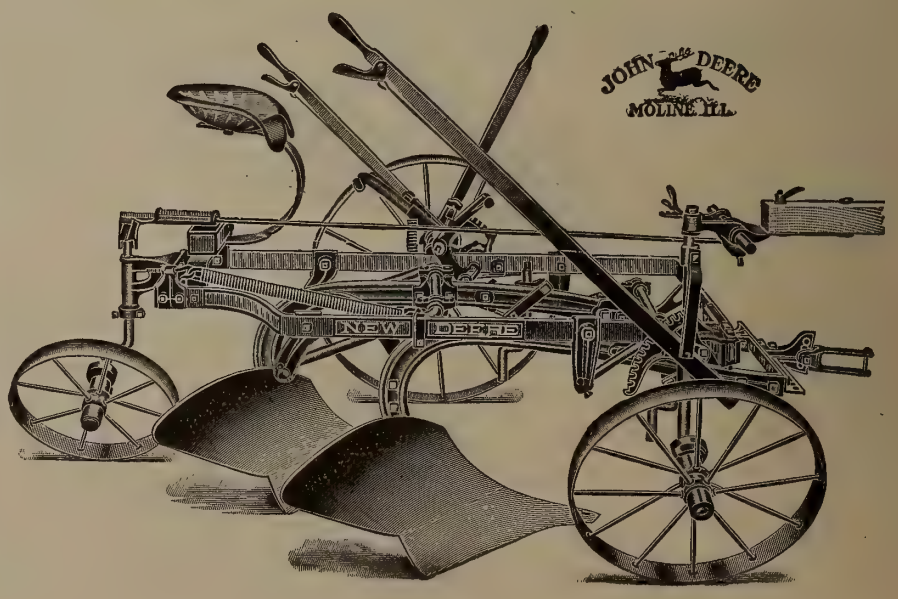
THE NEW DEERE GANG PLOW

is the best and lightest draft Gang Plow ever built.

OUTSIDE of our own statements, based on years of actual tests, you are safe in assuming that, inch for inch of dirt turned, the NEW DEERE is the lightest draft plow on wheels—according to the every-day, field experience of farmers, whose favorable decision has made DEERE & COMPANY the largest manufacturers of steel plows in the world.

The judgment of these farmers who constitute a majority of the practical plow users, in every agricultural section of the Globe, is a safer guide than the mere claims of anyone.

If you are convinced that the BEST business can only be built by selling the BEST goods—then we wish you would write for our catalogue and terms.



JOHN DEERE PLOW COMPANY LTD.

WINNIPEG Regina Calgary Edmonton

A Brief History of the Implement Associations.

One rarely picks up a magazine or paper in these days but he is confronted with the statement that "the railway is the advance agent of civilization." Further it is seldom that we hear the truth of this assertion called into question, with the result that people have come, in very large numbers, to regard it as a fact. Yet if information is sought as to its trueness, and the various phases of the case are thoroughly investigated, it will be found that in all young countries, and especially in ours, the plow has preceded the railroad and, as in the past, is to-day advancing the banner of civilization many hundreds of miles beyond the uttermost extension of the lines of steel. If it is true, as our neighbors to the South say, that "trade follows the flag," how much truer is it that the railroad follows the plow.

In Western Canada the agricultural implement, thresher, and vehicle trade occupies a position exceeded only by that of the grain and transportation interests of the country. But think how impossible would be the wholesale cultivation of our virgin prairies were it not for modern implements, and without the grain trade to what would our carrier companies amount?

It is estimated that the turnover of implements and allied lines in the West during 1908 represented an aggregated value of almost fifteen million dollars. Each year the business increases at a gratifying rate, so that with the continued heavy immigration into the three big provinces and the millions of acres of fertile land that yet remain to come under the plow, the possibilities for its development appear to be practically without limit.

With the growth of the trade it is but a natural sequence that there should come a corresponding expansion in the number of those connected with it, and every season records new enterprises embarking upon this particular sea of commercial endeavor. During the past trio of years many new manufacturers have invaded the field, new jobbers have started up at numerous distributing points throughout the territory, and new retail dealers have established businesses in the various towns and hamlets that have sprung up throughout the country in that time, and of the implement dealer it may be safely said that he has formed the nucleus of more new towns that those engaged in any other business.

With the business men of this country has come the association idea, and few classes of those connected with our commercial life are without their business organizations. Among the wholesale implement interests in Western Canada the idea has secured a firm root and now there are live organizations of those connected with the implement, thresher and vehicle trade at Winnipeg, Regina and Calgary. It is no equivocation to say that all of these associations are in the most flourishing condition at present.

At one time there was a similar body formed among the retail dealers of Manitoba, and during its brief existence it accomplished many things that were in the best interests of the members of the retail trade. It became defunct about two years ago through a combination of untoward circumstances. Since then, however, there has sprung up a new organization that gives every promise of accomplishing many necessary and deserving reforms, and that will undoubtedly result in placing the business of the implement trade on a much better and safer basis..

Now to give a short history of the jobbers' associations at Winnipeg, Regina and Calgary. Before entering on same it may be safely said that the formation of these associations was brought about with a view to the inculcation of a better feeling among those connected with the trade, and in order to correct many flagrant abuses in the business, and to secure redress in matters pertaining to freights, express rates, etc.

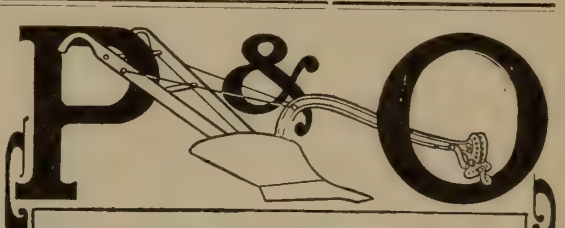
As the Winnipeg body is the parent organization it takes precedence over the others. Unquestionably much of the credit for its formation is attributable to Mr. E. A. Mott, now Western manager of the Cockshutt Plow Co., and to Mr. H. W. Hutchinson, now managing director of the new John Deere Plow Co., then president of the Fairchild Co. They and others got together on the proposition with the result that on March 19th, 1901, the Winnipeg Implement & Carriage Dealers' Association was formed. An even dozen assembled for the first meeting of this organization, as follows: Archie G. Watson, manager of the John Watson Mfg. Co.; J. E. Ruby, manager of the Frost & Wood Co.; W. Heath, then representing the Deering Harvester Co., now general agent for the International Harvester Co., at Albert Lea, Minn.; J. J. Bugee, manager of the Canadian Moline Plow Co. Geo. W. Erb, manager of the Waterous Engine Works Co.; L. Hartshorne, then with the John Abell Co., now manager of the American-Abell E. & T. Co.; J. D. Balfour, who was until a short time ago manager of the Balfour Implement Co.; R. McKenzie, manager of the McLaughlin Carriage Co.; W. A. Cavanaugh, then manager of the McCormick Harvesting Machine Co., now one of the heads of the mechanical department of the International Harvester Co., of Chicago; Joseph Maw, president of Joseph Maw & Co.; and Mr. Hutchinson and Mr. Mott.

It fell to the honor of Mr. W. A. Cavanaugh to be elected first president of the new organization, a position he filled with credit to himself and to those who supported him for the office. Mr. H. W. Hutchinson was appointed the first secretary-treasurer. During this year the organisation was put on a sound basis and many remedial measures were introduced in respect to freight schedules and classification and a few beneficial reforms effected.

At the annual election of officers for the year 1902 Mr. Geo. W. Erb was appointed president, and no change was made in the secretaryship. Mr. Erb and those associated with him went after numerous changes in the classification lists in the most vigorous fashion and consequently many were brought about. A constitution was drawn up during Mr. Erb's tenure of office, and many of its planks are to be found in the revised constitution now in use. It was during this term that the Manitoba retail dealers formed their association and many helpful and profitable meetings were held between representatives of both bodies.

On January 10th, 1903, Mr. J. E. Ruby succeeded to the presidency. With each year the work of the organization became more arduous and every executive officer had a heavier task than the one preceding him. Owing to press of business matters at this time Mr. Hutchinson retired from the secretary-treasurership, and his cloak fell on the shoulders of Mr. Archie G. Watson. Under the guidance of the officials of that year the organization continued to gather strength and it was speedily recognized by the railway authorities as a powerful factor in any movement looking to the securing of concessions or needed reforms. During this season the membership increased to thirty-five, the largest number in its history up to that time.

On Mr. Ruby's retirement the position of chief executive officer was bestowed upon Mr. H. W. Hutchinson, and during his term many new suggestions were made and acted upon that resulted in benefit to those belonging to the



Plows, Harrows, Planters, Listers, Drills, Cultivators, Stalk Cutters, Potato Diggers, Garden Tools, Beet Implements, Carts, Etc.

Over **1400** Different Styles and Sizes, Singly and Collectively the Largest and Best Line of Implements Made in Any Single Factory in America. Backed by an **Unqualified Guarantee**, and for Two-Thirds of a Century

The World's Best

We Want Your Business We have the Quality and the Prices are Right. Do you want our Catalog? It fully describes and illustrates a line of unequalled excellence, noted everywhere for strength and simplicity, the leadership of which is attested by the fact that nearly all of our implements have been imitated in every part of the country.

"P & O" Represents a combination of **Knowledge, Experience and Judgment** never excelled in the implement business. **P & O** when seen on an agricultural implement guarantees it as the very highest type of mechanical art in the building of farm machinery.

PARLIN & ORENDORFF CO.

Largest and Oldest Permanently Established Plow Factory on Earth.

ADDRESS **P & O** AT EITHER

CANTON, ILLINOIS

St. Louis	**Dallas**	**Portland**
Kansas City	**Minneapolis**	**Spokane**
Omaha	**Denver**	**Winnipeg**

organization as well as to the trade at large. Numerous efforts were made to secure reductions in freight rates and many were successful. The question of reforms in reference to express rates was brought up for the first time but those in the management of the express companies could not be induced to make any changes in their existing schedules of rates nor was it possible to secure any reformation in their classifications. There was no change in the holder of the office of secretary.

In 1905 Mr. Joseph Maw was the choice of his fellows for the highest office in their power to bestow, while Mr. Watson was continued as secretary-treasurer. This term the number of members increased to thirty-eight, and much work was accomplished for the benefit of the trade in the West.

Succeeding Mr. Maw the next president was Mr. E. A. Mott, who from the earliest inception of the association had been one of those tireless and enthusiastic workers to be found in small numbers in such bodies. Unquestionably this was the most successful year in the history of the organization up to this time. It was during this season that a new constitution and by-laws was drafted and adopted, and the name of the body changed to its present form, viz., The Winnipeg Wholesale Implement Association. There were several conditions relative to rates, etc., in connection with the railways that demanded action during Mr. Mott's period and they were well looked after.

At the annual meeting of 1907 Mr. C. H. Whitaker was honored with the position of president, an office he filled in the most admirable manner. Under his control the association grew to be a greater factor in affairs affecting the interests of those allied with the trade. Many matters were taken up and vigorously pushed that were in the interests of the entire trade of the country. Among other things accomplished during that year were efforts to secure reduced express rates as well as a revision in the express companies' schedules of classilcation. This question is now being investigated on behalf of the Railway Commission. The Association were also successful in getting the railway companies to class implement shipments as preferred freights during the spring of 1907 when the traffic of the country was practically demoralized. Without this grant many dealers would not have had the necessary goods to supply their customers for spring work. The Association has been most active in its efforts to secure a revision of the freight tariffs which went into effect November 25th 1907. In every department of the work splendid progress was made. That year the membership climbed to the number of thirty-nine, the largest in the history of the W. W. I. A. The organization was unfortunate in losing the services of Mr. Archie G. Watson, who resigned from the secretaryship in order to go east to occupy a position of importance at the head office of his company. The trade generally regretted the departure of "Archie" and showed their appreciation of his work by presenting him with a very handsome gold watch, chain, and locket. He was succeeded by Mr. Thos. W. Learie.

When their next annual meeting came around the choice of the association fell on Mr. John Stevens for the office of president, While Mr. J. P. Bell was elected vice-president, and Mr. Learie was re-elected secretary.

Many matters of importance have been looked after during the present year, and there was no waning of enthusiasm on the part of the members of the organization. The membership continued to be twenty-seven or eight during the year. All were satisfied with the results achieved.

THE REGINA ASSOCIATION.

In 1906 the wholesale men at Regina connected with the implement, vehicle and thresher trade got together and formed an Association. They have accomplished considerable benefit to the business in the big central province as well as in their own special interests. The following are the officials at the present time : Mr. P. Cooper, manager of the Frost & Wood Co., president; Mr. D. J. Taylor, manager of the Cockshutt Plow Co., secretary-treasurer.

THE CALGARY ASSOCIATION.

The last organization to be formed was the Calgary Wholesale Implement & Vehicle Dealers' Association, which was brought into existence something over a year ago. Since its formation it has been very active in ameliorating many existing trade evils. The officers in control for this year are president, Mr. W. G. Hunt, manager of the Massey-Harris Co.; secretary, Mr. W. E. Hall, of the Frost & Wood Co.,; and treasurer, Mr. J. A. Latimer, manager of the Cockshutt Plow Co.

The Gold Medal Winner

The Flour City Gasoline Plowing and General Farm Engine demonstrated its superiority at the Winnipeg Industrial Exhibition by winning the Gold Medal in the International Competition, proving it capable of plowing more land at a less price than any other gasoline tractor on the market. Large drive wheels,—give best results. Our four cylinder engine—perfect in design and construction. Weight 12,500-lbs.

Let us send you Catalogue and Particulars.

KINNARD-HAINES CO.

830 44th Ave. North, MINNEAPOLIS, MINN., U.S.A.

Manitoba Shooters, Attention!

With characteristic regularity Chief Game Guardian Charles Barber gets out his notification to the shooters of the province respecting the Manitoba game laws. For the benefit and protection of any member of the implement trade in this province who likes a crack at the birds or a shot at something bigger we publish the following in accordance with sub-section (b) of section (three) of the Manitoba Game Protection Act, it is absolutely necessary that all persons wishing to hunt deer during the coming open season (December 1 to 15) should, when requisitioning for a license, give their full name and exact residential or home address, also apply early and avoid the rush or inconvenience. Applicants can apply from this date on. All those who have neglected in any way to make a proper return of licenses obtained in any preceding year will not be eligible to procure a license in any subsequent year.

Caught Himself in Time.

Newspaper Man—What made you scowl at that fellow who has just gone out?

Bank Official—He's one of those who are always telling me how to run my bank. A man who thinks he knows how to manage another fellow's business better than the other fellow knows how to do it himself is always a nuisance. You ought to jump on such men. If I were running that paper of yours, By George, I'd—er-er. Curious kind of weather we're having, isn't it?—Ram's Horn.

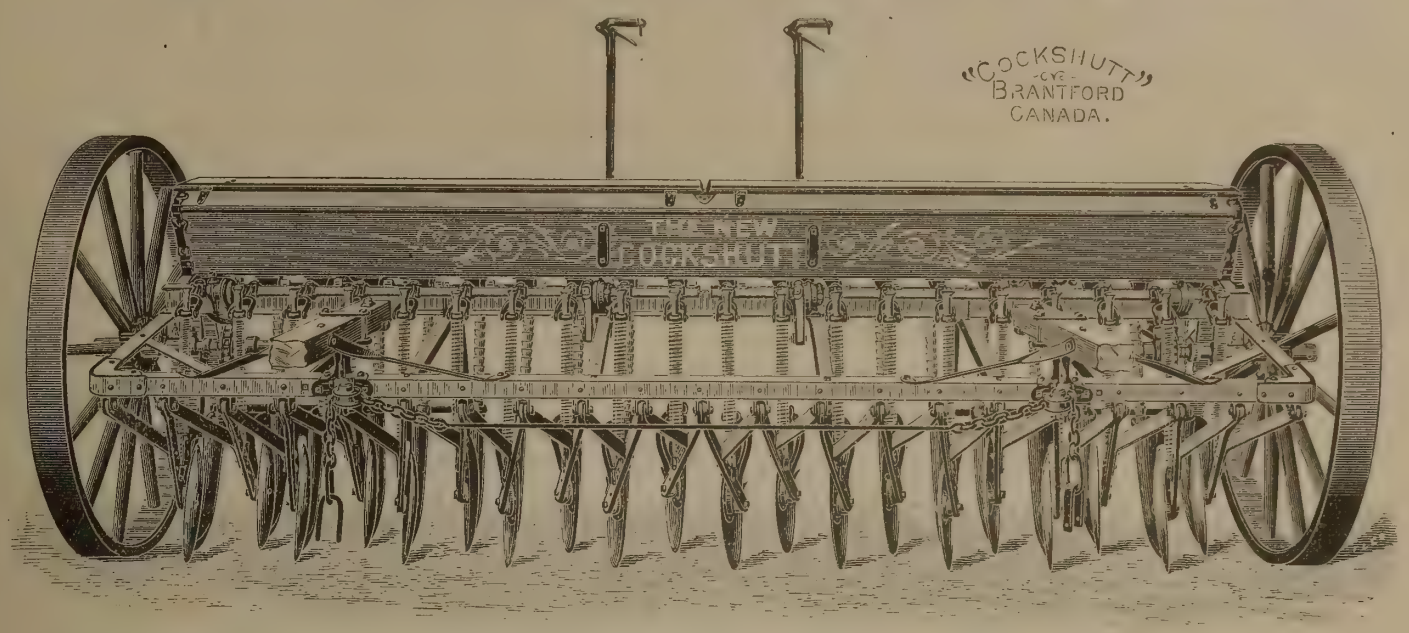
Matter of Fact.

The world is doing better than it did some time ago,
We've learned some useful things our grandsires didn't seem to know.
And, by the information which experience has gained,
A number of mysterious things are readily explained.
Why did the flow'ret blush unseen amid the desert air?
Why have some sages lived unknown in attics chill and bare?
Why is reward withheld from men both talented and wise?
The answer is as plain as day: They didn't advertise!
To merely take the light from 'neath a bushel will not do;
You've got to keep it blazing where the passing throng may view.
No matter what your walk in life, this fact you can't disguise;
You'll be dropped from the procession if you do not advertise.

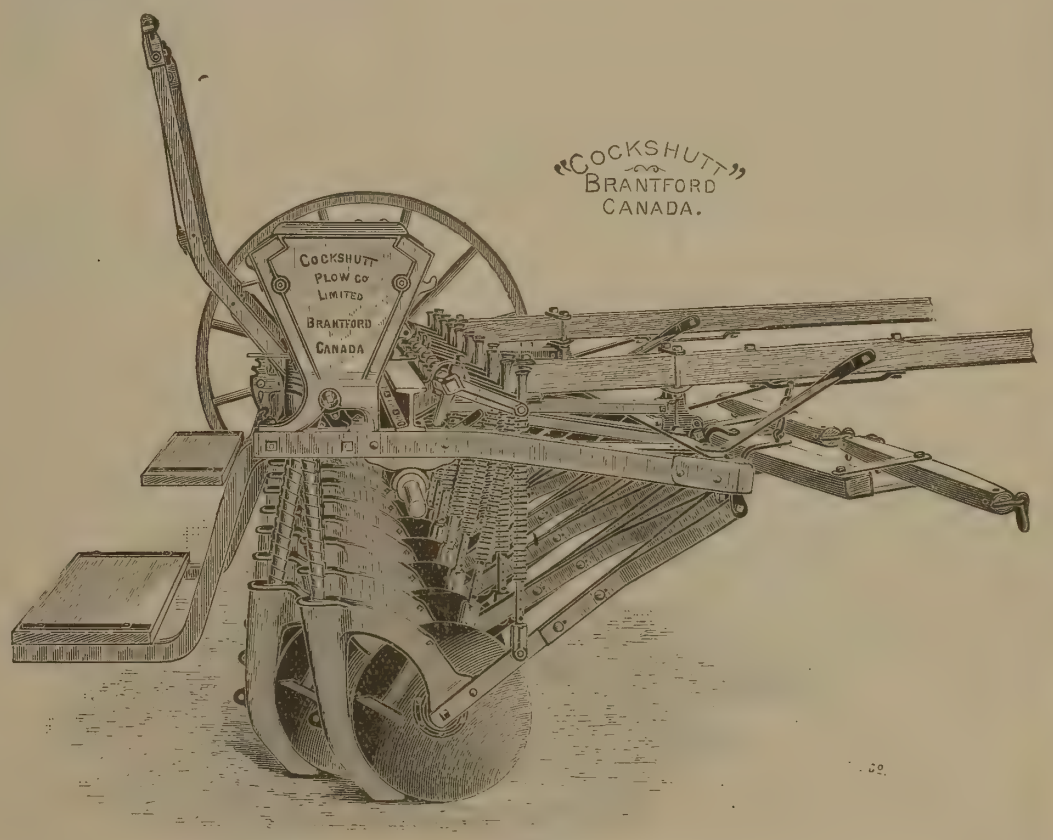
WE SEED THE SOIL

GET INTO LINE NOW

Handle the best drill on earth for 1909



Front View of 20 Single Disc Drill, made in 14, 16, 18, 20 and 22 Discs, 14 inches in Diameter, made of high quality steel, bevelled, ground, and polished on both sides.



End View of Single Disc Drill showing the Stagger of Discs.

◆◆◆

Single Discs, Double Discs and Shoes can be easily replaced one with the other.

◆◆◆

THE EASIEST DRILL TO SET UP EVER BUILT

The New 1909 Cockshutt Drill is "Drill Perfection."

Frame—The Frame is made of high carbon angle steel perfectly riveted.
Axles—Axles are made of cold rolled steel shafting, perfectly uniform in size and of great strength. The bearings are pivoted to frame, and are thus absolutely true and very light draft.
Wheels—Wheels are large and strong, with extra long bearings which prevents wobbling, 48 inches in diameter, 4-inch tire for the 20 and 22 shoe machines, and 3-inch tire for 14, 16 and 18 shoe machines.
All other parts are equally well made, making the Cockshutt Grain Drill the peerless seeding machine.

WRITE NEAREST BRANCH HOUSE.

COCKSHUTT PLOW CO., LTD.

WINNIPEG REGINA CALGARY EDMONTON

Start Preparations Early.

While the dealers' convention is yet a long way off, not being slated until sometime during Bonspiel week, yet it is not a bit too early for the Executive Committee of the Manitoba Retail Implement Dealers' Association to start getting their programme into shape. To get up something that will prove attractive and interesting, that will draw dealers from the four corners of the province, and that will leave its impression for months afterwards. Such a program will necessarily require careful thought, critical selection, and infinite pains in preparation. A full and complete announcement of what is going to take place at that meeting should be ready for presentation to the dealers of the country not later than the middle of December, and that is only about two months away. All the publicity possible should be given to the forthcoming convention, and no effort should be spared to make it the greatest meeting in the history of the retail trade in implements and vehicles in Canada.

A Permanent Ice Skating Rink in Berlin.

In reporting that Berlin's new all-the-year-round ice skating rink opened September 1, Deputy Consul-General John W. Dye writes:

This makes the fourth permanent ice rink in Europe, the others being located in London, Paris, and Munich. The surface of the indoor pond is 2,000 meters square, and it is claimed that over 1,000 persons can skate at one time without crowding. The gallery will seat 3,000 people, and the management expect to conduct skating races and contests at all seasons of the year. In connection with the rink are a restaurant and cafe and rooms for athletic clubs. The rink will be open every day from 9 a.m. to 12 p.m., and the admission price has been fixed at 75 pfennigs (18 cents) for the day and 1 mark (about 24 cents) for the evening hours. On September 18 the first grand costume festival will take place, the proceeds of which will be given to the Berlin Zeppelin fund. The whole project has been carried out on an expensive scale.

Aid of the Manufacturer.

In order to encourage publicity many manufacturers adopt the policy of distributing among dealers mortised designs as well as ready-made advertisements in which the dealer's name may be inserted. We are of the opinion that this form of publicity is not as freely accepted by members of the retail trade as it ought to be. If a manufacturer of plows gets out a series of live, persuasive advertisements of neat and ttractive design, we believe that the dealer handling his particular make of plows should secure a number of them and use them alternately in his local paper. To have these advertisements prepared, with the strongest arguments given the greatest prominence is a most desirable thing from the standpoint of the dealer who, as a rule, is not as careful in making up his copy as the spending of money in publicity warrants. Most manufacturers have a special department devoted to this class of work and are pleased to supply dealers who will handle their goods with such advertising designs as he will undertake to use in his home paper. In making preparations for future publicity campaign dealers should not overlook this feature.

A Ballad of Vegetables.

A Potato went out on a mash
And sought an onion bed;
"That's pie for me!" observed the squash,
And all the beets turned red.
"Go 'way!" the onion weeping, cried;
"Your love I cannot be;
The pumpkin be your lawful bride—
You canteloupe with me."

But onward still the tuber came,
And lay down at her feet;
"You cauliflower by any name
And it will smell as wheat;
And I, too, am an early rose,
And you I've come to see;
So don't turnip your lovely nose,
But spinachat with me."

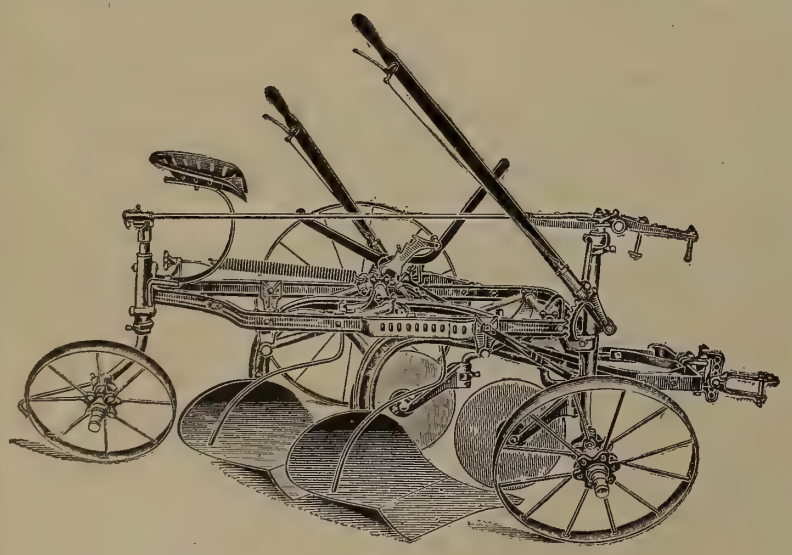
"I do not carrot all to wed,
So go, sir, if you please;"
The modest onion meekly said,
"And lettuce, pray, have peas!
Go, think that you have never seen
Myself, or smelled my sigh;
Too long a maiden I have been
For favors in your rye!"

"Ah, spare a cuss!" the tuber prayed;
"My cherryshed bride you'll be;
You are the only weeping maid
That's currant now with me!"
And as the wily tuber spoke
He caught her by surprise,
And, giving her an artichoke,
Devoured her with his eyes.

Joseph Meehan, in Philadelphia Record.

An awkward boy is a chip off the old stumbling block.

New Eclipse Plows



It is time to think of 1909 Plows, and naturally you will have to look around.

Do not fail to investigate the "New Eclipse," as we know we can convince you that they are the best.

No good point is omitted and the many exclusive features make the "New Eclipse" is just what we claim—

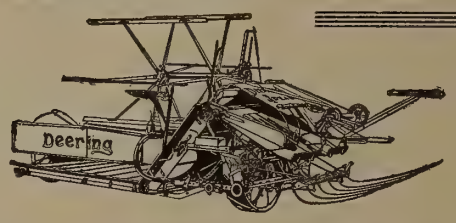
"The Perfection of all Riding Plows"

MADE BY

FULLER & JOHNSON MFG. CO., Madison, Wis.

The Stewart-Nelson Co., Ltd.

WINNIPEG, Man.



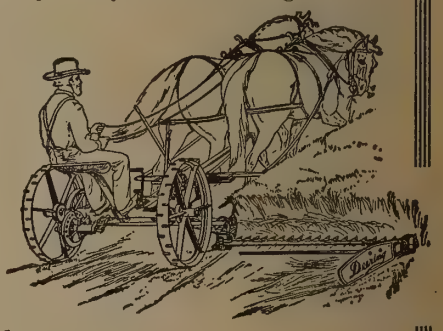
Help the Farmers

And You

Help Yourself

EVERY dealer who handles a line of harvesting machines which will help the farmer to realise the biggest profit from his crops is helping himself, because he is building up a trade of satisfied customers. When these farmers are in the market for anything, they are going to come to the dealer who has helped them make a success.

Handle the Deering line, and every time you sell a Deering harvesting machine you are helping that farmer to get the biggest profits. You are making a friend out of a customer—that's what counts.



The Deering line is specially adapted to the Western Canadian trade. The great sale demonstrates this beyond a doubt.

Deering harvesting machines include binders and binder twine, reapers, mowers, hay rakes, sweep rakes, side delivery rakes, hay tedders, hay loaders and knife grinders.

If you are a Deering dealer you also have the advantage of carrying a stock of the best drills, cultivators, harrows, scufflers, gasoline engines, cream separators, hay presses, manure spreaders and wagons.

See the blockman in your locality or write the nearest branch house concerning terms and territory.

WESTERN CANADIAN BRANCH HOUSES:

CALGARY, ALTA. REGINA, SASK. SASKATOON, SASK. WINNIPEG, MAN. BRANDON, MAN. EDMONTON, ALTA.

International Harvester Company of America

(INCORPORATED)

CHICAGO, U.S.A.

Origin and Development of Harness for Equines.

There seems little doubt that the first domesticity of the horse was not for purposes of equitation or work, but simply to obtain a supply of mares' milk, of which many Asiatic peoples are extremely fond today. The lasso, or lariat, was probably the first item of control—something that would effectually choke and restrain the animal—while the whip in its crudest form came as a modification of the war club. Bas-reliefs show that the Libyans guided their horses entirely by a light switch, even as the gooseherds of Rome guided their large flocks of geese by a limber wand, tipped by a strip of Tyrian purple.

As the domesticity of the horse progressed, and its working qualities were discovered, it was an easy step from the lasso to the hitch through the mouth which made the first rude halter, and accident would show that the control of the animal lay in the pressure on the tongue—not in the sides of the mouth, as so many riders appear to think today. The Libyan halters were made of rushes, plaited, and the Irish halters of the middle ages were of plaited straw. Here came in the first step to the modern equipment, says the New York Evening Post.

For centuries the horse was driven and ridden without a bit, even as the high school riding master of today controls his horse by knee pressure and balance. Primitive bits brought by the Huns into Europe from Asia were of horn, bone and tempered bronze (of which all our modern wisdom can find no duplicate), a bronze which will take an edge like steel. Even in the earliest days the rigid bit was regarded as less effective than the flexible bit, like the modern snaffle and curb.

It was centuries later when the bridle developed into harness for the rest of the body, but the description of harness on Priam's mules shows that it was long before the siege of Troy and the Homeric period. The bas-reliefs of the Assyrians show elaborate body straps which were the certain forerunners of the present harness saddle, or straddle, while the Homeric and Grecian types of the same period had only the primitive breast strap, still used on trotting horses in preference to the heavier and more cumbersome collar of the medium and heavy harness brigade.

As the wing of the passing snow bird precipitates the avalanche, so the smallest departure from the strict necessities of controlling habiliments set in motion the tide which resulted in the modern appointments. Having acquired headpieces and reins, the carrying of the latter to the chariot needed support, and the earliest appears to have been loops of leather on each side of the breast strap, as shown on the tomb of King Thothmes IV. The ancient Florentines brased the yoke with a wooden ring having the upper ends pierced to carry the reins, and the ancient Irish used an arrangement like an inverted spur, and it was not long before these metal perforated bosses began to show signs of decoration. In the Homeric age these were termed "steering rings."

The first step towards a saddle was a cloth for riding purposes, to give comfort to the rider by preventing the friction of the hairy hide, and to check the perspiration from continual movement. Six hundred years before Christ such cloths, secured by a species of surcingle, were a recognized part of the Macedonian soldier's equipment. When in full use by the conquering Romans the Germans laughed it to scorn as a lazy support, disgraceful to a man to use, and, barebacked, were always ready to charge any body of men so assisted to retain their seats.

Continuous attempts towards more comfort brought speedy improvements in the horse cloth, and the "pad," a bag stuffed with wool, was introduced, and is still used without stirrups by the Arabs of the interior. A Scythian saddle of 80 B.C. closely resembles the modern type, and on the column of Theodosius, 380 A.D., appears a saddle with the bow in front and behind, placed over the primitive horse cloth, from which it was evolved, and which is the saddle cloth of today. The importance of the cloth may be brought down to a modern example. Three years ago at the National Horse Show a dispute arose as to any gentleman present in the small party discussing the matter being able to ride a bare-backed horse—with a bridle—over the five feet high obstacle in Madison Square Garden. A wager was made, and a horse led out, barebacked. Just before mounting the rider threw a cloth over the animal's back and had this protested. At last he was permitted to use the cloth as an avoidance of soiling his garments. He, however, knew perfectly well the difference between riding a horse with a cloth and one absolutely barebacked, and while his opponent had spoken of "barebacked," he had persisted in the use of the term "without a saddle," and on this "catch" the wager was won. A youngster taught to ride with a saddle and stirrups will seldom, if ever, achieve the confidence and mastery of a horse that will be achieved by the youngster who learns on the bare back, or the cloth.

As the age grew more effete, more desirous of comfort and of show, the stirrup came into use. There is no Greek or Latin term for it, and all terms are derived from the German, appearing in literature about 600 A.D. The word comes from "stige-rap," a mounting rope. It was due to the historically commented upon greater difficulty of the large limbed, heavily built Teutons of the earlier days, to mount and retain the seat than was experienced by the more lithe nations. In Abyssinia today the device is a strip of leather and a metal ring just large enough to receive the big toe of the rider—clearly showing the next step to a ring holding the foot. Our Indians rode with the toes twisted in a strip of leather.

The spur came in with 150 B.C., but in 1172 the Norman conquerors found the Irish riding with bare feet. At first the "prick" was very long, too severe, so the burr speedily appeared, which prevented its entrance, thus giving way to the modern "wheel," or rowel. The long points were necessary in the heavy armored age to reach the unprotected portion of the horse.

From this stage history repeated itself. The ceremonial tassels of the early Assyrians were revived, the floral appendages became perpetuated in metal and finally in leather. Glance at the garniture of camels, of Sicilian donkeys, of Mexican burros today, and see how local the development has been to the stage which makes our grand brougham and victoria turnouts. Most of these things first appeared in the form of amulets to avert the "evil eye" and its duplicates in various lands. The Italian today twines a piece of badger hair in his bridle, or hangs a badger tooth in

GRAND TRUNK RAILWAY SYSTEM

For Maximum Comfort

Use

CANADA'S DOUBLE TRACK RAILWAY

between

CHICAGO, TORONTO, MONTREAL, NIAGARA FALLS, NEW YORK PHILADELPHIA, BOSTON.

4 Fast Trains Daily from Chicago-4

Finest Roadbed. Modern and Luxurious Equipment. Unexcelled Dining Car Service.

OCEAN STEAMSHIP TICKETS.

For rates, reservations, time tables, etc., phone or write.

A. E. DUFF,
General Agent Passenger Dept.
260 Portage Ave. Phone 7098
Winnipeg.

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER
TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold.
Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO.

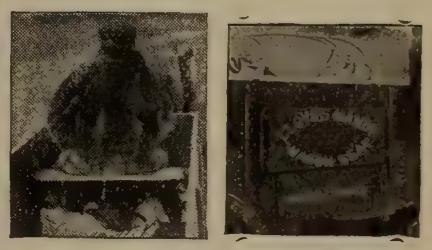
FACTORIES: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,

WINNIPEG, MANITOBA.

LLOYD'S

Handy Low-Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Order your wagons without seats and order your seats from us. By so doing you will make more money and give better satisfaction. Farmers will choose this seat in preference over any other every time.

Write for quotations at once to

Wawanesa Wagon Seat Co.,

WAWANESA, MAN.

his bit-ring, to avert evil, just as the ancient Italians did a bit of wolf skin and a wolf's tooth for the same purpose. The modern Greek places an elaborate medallion amulet (the forerunner of our bosses) to his bridle headpiece, near the front; the modern Kabyles hang round their asses' necks a thick woolen cord of purple and white, supporting two triangular amulets, covered with Arabic characters in gold thread; while the Arab camel is covered with amulets of one kind or another. So from the amulet of the ancient we get our horseshoe over the door, our cleverly woven hair chains, the tassels of our cavalry bridles, the brass ornaments on dray horses, all coming from amulets, though some have passed through the crucible of armorial bearings of the middle ages.

So were appointments born. To avert evil chance and to gratify the passion for display on the part of the wearer, every nation in its term seems to have run riot along the line, and the United States has not been immune. Thirty years ago or more, when the national horse show was first beginning its great work, prior to its actual birth, the vagaries of our wealthy horsemen —considered from the conservative standpoint of today—were simply astonishing. Caprice was rampant, and those who knew better were prone to turn a practical joke at those who did not, as when a rich tobacco merchant set up his carriage in the Southwest and wished for a coat of arms and motto, the jester of his circle drew the device of a square tobacco "plug," standing on one corner, on an heraldic bar, with the motto, "Quid rides."

We had the world tor our object lesson. England and France for a century had decided on what was good taste and what was not, but we, as a nation, would have none of it, and our extremes made us the laughing stock of Europe. Uusuitable horses were found in the wrong vehicles and under the wrong harness. Coach horses drew broughams, the miniature type of which frequently carried two fat servants, while an imposing landau was accompanied by two animated bag-of-bones, matched by light horses in phaeton harness frequently too large for them. Liveries were another eyesore. We were just emerging from the reaction of the good Colonial magnificence, and were not quite certain whether the corresponding democracy of "equality" really could, under any circumstances, be carried too far. Then came the change.

With the arena of the National Horse Show as an annual object lesson, those Americans who had coached, etc., in Europe came with their modest, concrete, utilitarian turnouts, which showed in marked distinction to the efflorescence of many of the stay-at-homes. Remember, there were quite a few who always kept within the limits of good taste, but these few were the exceptions that proved the general rule. Hard as it is to make the nouveau riche understand that he is wrong in thinking that "might (i.e., bank account) makes right," little by little the good work was accomplished.

There is no desire to ridicule the strain after the ethically correct; it is good-natured fun. We have accomplished a really great work in appointments, and I suppose the Horse Show classes of 25 per cent. horse and 75 per cent. appointments have done it. We turn out our carriages today clean and dustless. We have a finish to them when new, or when "done over," which is unequaled. We have a thousand hidden technicalities unknown to the outsider, which all tell their story of aiding the completion of the excellent whole, even as the individual grains of sand on the shore make a beach. We may be too particular, but it is a good fault, so that no effeminacy creeps in. We aim at ornate simplicity—if such a paradox can be grasped —something which has no prominent point, but which attracts as a whole, as the walk of the woman wearing a beautiful costume. It is an easy matter to buy the most expensive clothes in the world; the art of wearing them is another matter. It is easy to spend great sums in horseflesh and carriages, and to make a vulgar display. To make the turnout absolutely unpretentious in ornamentation and color, but a perfect harmony in horse, vehicle and equipment, each the highest quality or type of its kind, is the corresponding problem in appointment today, and it is satisfactorily solved by scores of leading American turnouts in New York, Chicago and other cities.—National Harness Review.

Officers and Branch Managers of Studebaker Bros. Mfg. Co. in front of General Office, at South Bend, Ind. J. M. Studebaker, President, holds the reins.

It isn't at all difficult for a man to have the patience of Job—if the boils happen to be on his neighbor.

A homely girl gets a lot of attention from all the girls of her acquaintance if she happens to have a good-looking brother.

The Cent That Hides the Dollar.

Some men are so anxious to make money that they fail to recognize that in their anxiety to make a few dollars easily they are indirectly losing more dollars than they are likely to gain. We have in mind an Ontario dairy farmer who last winter had a barn full of hay. The price of hay was advancing and he thought that he saw a chance to make a nice sum of money. With that object he fed his dairy cows on straw and held on to his hay. Unfortunately for him he held on to his hay until the price began to drop. Even then he did not begin to feed it to his cattle but held on to it hoping that the market would improve. He still has that hay on hand.

Because of the feed they received his cows did not do as well last winter as they might have and they went on grass in thin condition. The result is that he has lost many dollars this year through the fact that his cows have not yielded what they would had they been properly fed last winter. It is an old saying that you cannot fool a cow. A man who expects to make money in the dairy business must feed his cows liberally when the price of hay is advancing as well as when it is low. It does not pay to try and speculate in hay and keep dairy cows at the same time.—Canadian Dairyman & Farming World.

Winners of Popular Voting Contest acknowledge receipt of Prizes.

Winnipeg, Sept. 21, 1908

Canadian Farm Implements,
CITY.

Gentlemen,

I beg to acknowledge receipt of the $100 in gold awarded me as winner of first place in your Popular Voting Contest for which accept my thanks.

I desire also to express my thanks and appreciation to my many good friends the dealers and travellers who assisted me in winning.

Wishing Canadian Farm Implements success, and assuring you that I will be glad at any time to be of service to you.

Yours very truly,

WILLIAM BOURKE.

Regina, Sask., Sept. 19, 1908

Canadian Farm Implements,
Winnipeg, Man.

Gentlemen,

Yours of the 18th to hand enclosing $20 in gold as winner of 2nd Prize in your Popular Voting Contest, for which accept my thanks.

I may say that this came as a complete surprise to me, as I understood there was but one prize to be given. However, as the old saying goes: The Lord loveth a cheerful giver, and I believe he loveth a cheerful loser as well, and if I did not receive the first prize I feel that I am amply paid for trying.

Wishing Canadian Farm Implements all success, and promising to render you any service possible in the future.

Yours very truly,

H. J. RIBBLE.

Regina, Sask., Sept. 19, 1908

Canadian Farm Implements,
Winnipeg, Man.

Gentlemen,

Yours of the 10th inst., enclosing $10 in gold duly received, for which please accept my thanks.

I expect to make the Moose Jaw extension some time this fall, and when on that trip will interest as many dealers in your publication as possible. The balance of the territory covered by me has been thoroughly worked, and there is, to my knowledge, but one dealer in the whole territory who does not take your paper.

Again thanking you, and wishing Canadian Farm Implements success, I am,

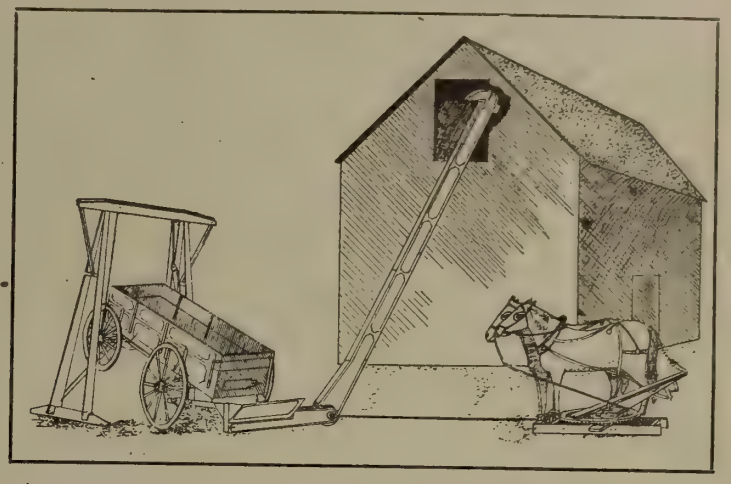
Yours truly,

H. H. KOHLMAN.

Acme Portable Elevators

are Light Weight—Strong—Durable—Simple—Adaptable to fill any bin, building or car. Operates by either gasoline engine or horse power. The higher the speed the greater the capacity. Cannot be clogged by overloading.

A great many of these elevators have been sold in Western Canada during the past 60 days, and every one is giving entire satisfaction.



The Acme will elevate the grain at any angle or carry it with the conveyor in a horizontal position. Will load just as easily into cars as into granary or bin. Will deliver a full load in 3 to 5 minutes. Made by Nora Springs Mfg. Co., Nora Springs, Iowa.

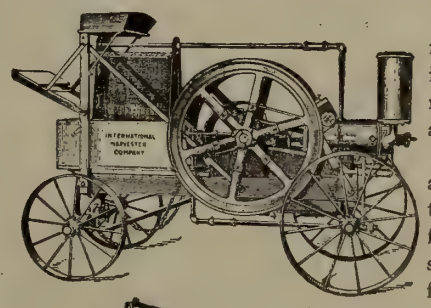
Dealers should get our proposition.

THE CHAPIN CO., CALGARY, Gen. Agents for Alberta.

Parsons, Hawkeye Mfg. Co.

WINNIPEG.

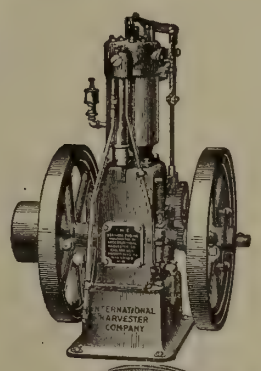
The Secret of Success



The secret of success in the farm implement business today is to sell goods that will make money for the purchaser as well as for yourself.

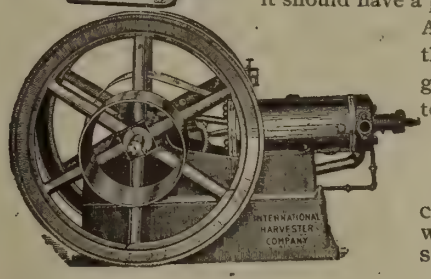
Every farmer who has used an I.H.C. gasoline engine finds that he can run his thresher, feed grinder, churn, cream separator, saw, grind stone, fanning mill, etc., with less trouble and expense with this power than by any other method.

Isn't that the engine to sell?



The I. H. C. Gasoline Engine is so simply constructed that anyone can operate it successfully. It can be left for hours at a time and can be depended upon to furnish steady power all the time. This engine requires very little fuel compared to the work it does. Every I. H. C. gasoline engine you sell will help to sell more.

Look into the valuable features of the I. H. C. gasoline engine and you will readily see why it should have a place on your sales-room floor. Ask the blockman all about this engine, or write nearest general agent for terms and territory.



Branch Houses in Western Canada:

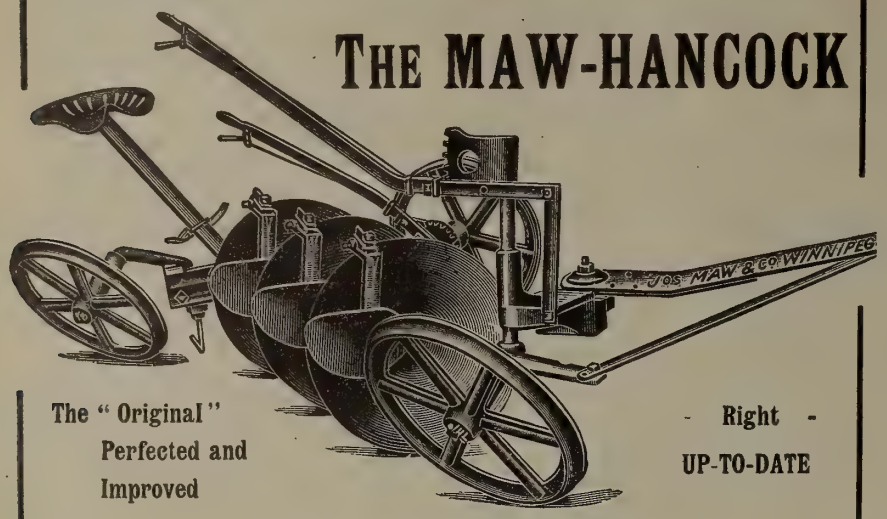
CALGARY, ALTA. REGINA, SASK.
WINNIPEG, MAN. EDMONTON, ALTA.
SASKATOON, SASK. BRANDON, MAN.

International Harvester Company of America

(INCORPORATED)

CHICAGO, U. S. A.

THE MAW-HANCOCK



The "Original"
Perfected and
Improved

- Right -
UP-TO-DATE

No doubt about the Maw-Hancock Disc Plow being the leader. Any farmer who has ever used one of our new plows will tell you the same story.

Our Jumper sleigh is deservedly popular. It is made of well-seasoned second growth oak or ash.

The box is high, making it warm.

The seat has ample room, being 36 inches wide, upholstered with plush or cloth in red or green.

The gear is well and strongly constructed. Best XXX shifting shafts.

Just a little better all round than the other.

JOSEPH MAW & CO., LTD.

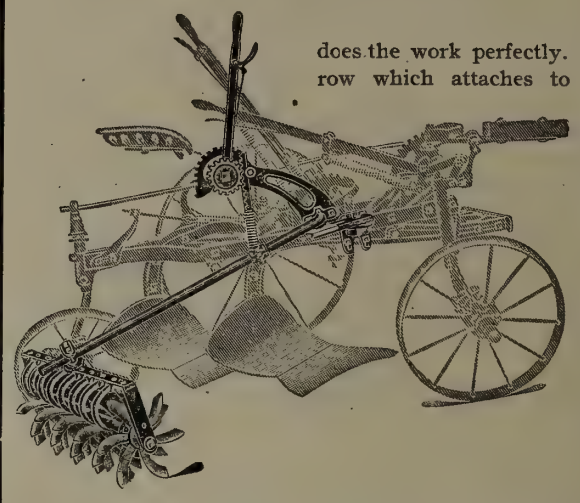
WINNIPEG

TWO IN ONE HARROW AND PLOW

Kramer's attachment makes one job out of two, and gets the land in finest possible condition by harrowing when the soil is first turned up

KRAMER'S

ROTARY HARROW PLOW ATTACHMENT



does the work perfectly. Regular rotary harrow which attaches to any gang or sulky plow. It levels, pulverizes and makes a mulch of the "moist soil," that is not possible after the ground dries and "sets."

Draft only slightly heavier—you'll be surprised to see how little.

Every farmer needs this great time and labor saver. Our proposition is of interest to the Dealer.

We carry stocks at Winnipeg, Regina and Calgary, and can fill orders promptly.

Write for Circular No. 26.

The E. M. Kramer Co.,

Paxton, Ill.

WILKINSON WAGONS

Wilkinson Wagons are so well-known throughout the West that it almost seems unnecessary to advertise them.

At the same time it is always well to keep you reminded of the particularly good points of these wagons—you can talk them all the better.

Black Birch Hubs—never split. Seasoned Oak (second growth) spokes and felloes. Full size axles Long Hounds, thoroughly ironed and braced. Boxes all bone dry—never warp.

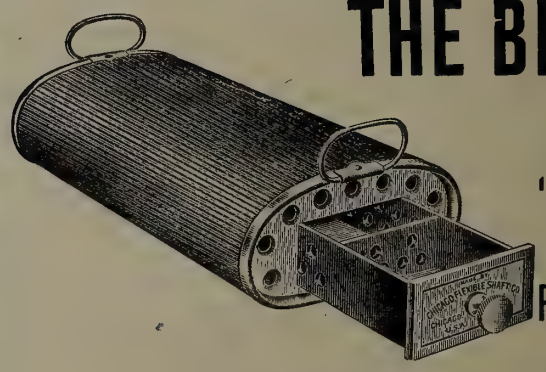
The workmanship is the best—under the supervision of men who have spent a lifetime in the business.

"The Light Running Wilkinson"

The STEWART-NELSON CO., Ltd.,

General Agents **WINNIPEG.**

THE BIG HIT



FOR THE

1908-9 Season

is the New

Reduced Prices

on

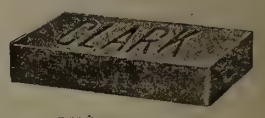
CLARK HEATERS

for carriages, wagons, sleighs or automobiles.

THE CLARK LEADER HEATER

is the best business getter in years.

CLARK COAL continues without a peer. It is in every sense the



KING OF HEATER FUELS

Write for prices. Your jobber has these goods.

CHICAGO FLEXIBLE SHAFT COMPANY,

237 Ontario Street, CHICAGO, U.S.A.

CANADIAN FARM IMPLEMENTS

VOL. VIII, No. 5. WINNIPEG, MAN., NOVEMBER, 1908. Fifty Cents Per Year Postage Paid Anywhere. Single Copies Five Cents.

UNION BANK OF CANADA.

CAPITAL AUTHORIZED - $4,000,000 CAPITAL PAID UP - $3,180,000 REST - $1,700,000

Hon. John Sharples, President. G. H. Balfour, General Manager.

WESTERN HEAD OFFICE STAFF:

H. B. Shaw, Superintendent. F. W. S. Crispo, Inspector.
H. Veasey-P. H. Vibert-J. S. Hiam-Assist. Inspectors.

Union Bank Building, Winnipeg.

BRANCHES IN WESTERN CANADA:

MANITOBA.—Baldur, Birtle, Boissevain, Brandon, Carberry, Carman, Crystal City, Cypress River, Deloraine, Dauphin, Glenboro, Hamiota, Hartney, Holland, Killarney, Manitou, Melita, Minnedosa, Minto, Morden, Neepawa, Ninga, Rapid City, Roblin, Russell, Shoal Lake, Souris, Strathclair, Virden, Waskada, Wawanesa, Wellwood, Winnipeg, Winnipeg (North End Br.), Winnipeg (Sargent Avenue Br.) and Winnipeg (Logan Avenue Br.)

SASKATCHEWAN.—Arcola, Asquith, Carlyle, Craik, Cupar, Esterhazy, Fillmore, Humbolt, Indian Head, Lanigan, Lemberg, Lumsden, Maple Creek, Milestone, Moose Jaw, Moosomin, Oxbow, Pense, Qu'Appelle, Regina, Saskatoon, Saskatoon (West End Br.), Sintaluta, Strassburg, Swift Current, Wapella, Weyburn, Wolseley, Yorkton.

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ONTARIO—Ft. William. BRITISH COLUMBIA—Vancouver.

Interest allowed quarterly on Savings Bank deposits at all branches at highest current rates. Collections made at all points at lowest rates. The extensive branch system of this bank enables it to offer exceptional facilities to its clients.

FRANK O. FOWLER, President. ANGUS MCDONALD, Vice-President.

THE CENTRAL CANADA INSURANCE CO.

BRANDON - - - CANADA.

Fire Insurance.
Pure-Bred Registered Live Stock Insurance.
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Lowest current Rates of Premium
Absolute security for Policyholders. JOS. CORNELL, MANAGER

BRADSTREET'S

Established 1849 Capital and Surplus $1,500,000

Offices throughout the civilized world. Correspondence invited.

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C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

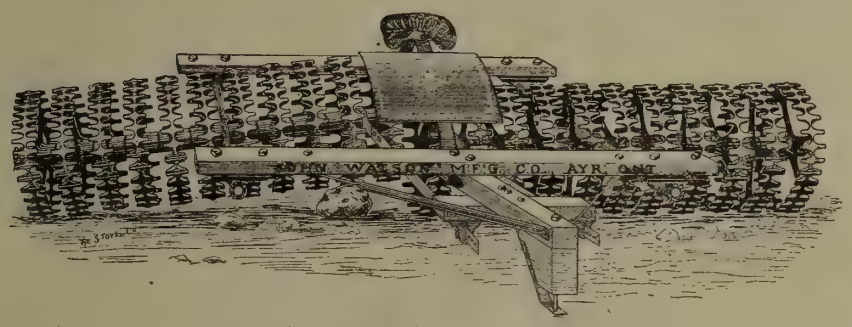
PULVERIZERS PULL TRADE FOR PROGRESSIVE DEALERS

No implement now sold gives better returns than a pulverizer.

WATSON'S

is the
Lightest Draft,
Heaviest, Strongest
and
Most Durable
Pulverizer made.

MEETS WESTERN NEEDS.



Made in 16 and 22 wheel sizes.

"No one can give you a better deal."

WATSON'S

Feed Cutters
Grain Grinders
Roller Crushers
Wood and Steel Harrows
etc., are STANDARD.

Let us fill your orders. WRITE TO-DAY.

John Watson Mfg. Co. LIMITED

WINNIPEG

Order Now for Fall Trade.

"Hero" Grain Separators

They are sold only through the Trade.

The "Hero" is the best grain separator on the market.

Every machine is built of the best materials procurable.

It excels in thoroughness of work and cleans oats from wheat perfectly.

No other cleaner can compare with the "Hero" for reliability and efficiency.

It gives satisfaction to every user and brings new business to every seller.

If you want the grain separator trade of your district handle the "Hero."

Remember we protect you and give you the best Grain Cleaner offered the public.

Catalogues and full information on request

HERO MANUFACTURING CO. Ltd., Winnipeg.

Melotte

Lines are known throughout the whole West as "Quality Goods."

DEALERS—You are missing a good thing if you do not handle these lines. A few of our leaders are:

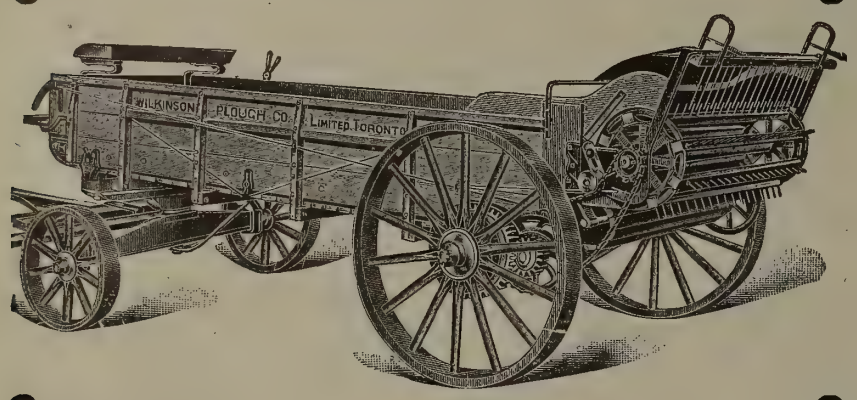
"Melotte" Cream Separators **"Melotte" Canvas Threshing Belts**
"Florence" Wood Pumps **"Ideal" Iron Pumps**
"Ideal" Gasoline Engines

Call and see us if in the City or write for particulars.

MELOTTE CREAM SEPARATOR CO., LTD.

312 Ross Ave., WINNIPEG. CALGARY.

MANURE SPREADERS



The Great Western Endless Apron Manure Spreader has more exclusive and good features than any other.

Endless Apron--Always ready to load. No cranking back. Never catches or gets out of order.

The Wheels Track.—Therefore the 70 Bushel Great Western draws as light as any other 50 bushel machine.

Few Parts.—Very little to get out of order. Practically no repairs required.

Well Finished.—Can be set up on your sample floor and look well.

GET IN LINE FOR 1909.

MADE BY

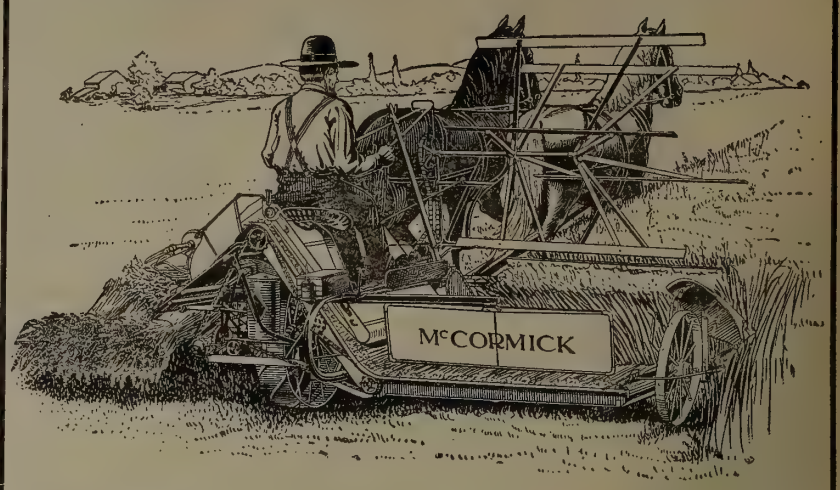
The Wilkinson Plough Co., Limited,

TORONTO.

SOLD IN THE WEST BY

The Stewart-Nelson Co., Ltd.

WINNIPEG.



McCormick Harvesting Machines

In materials and workmanship McCormick harvesting machines are unrivalled, while the machines themselves are abreast with the times—in fact, they are in the lead with modern improvements. The McCormick line for 1909 is equipped with every known device for convenience and efficiency. The line includes binders, reapers, mowers, hay tedders, hay rakes, hay loaders and hay stackers.

Progressive Canadian dealers should anticipate the demands of progressive farmers, and be in a position to supply machines built in the largest agricultural machine works under the British Flag.

If you are a McCormick dealer you also have the advantage of carrying a stock of the best disk drills, hoe drills, cultivators, seeders, land rollers, scufflers, gasoline engines, cream separators, hay presses, manure spreaders and wagons.

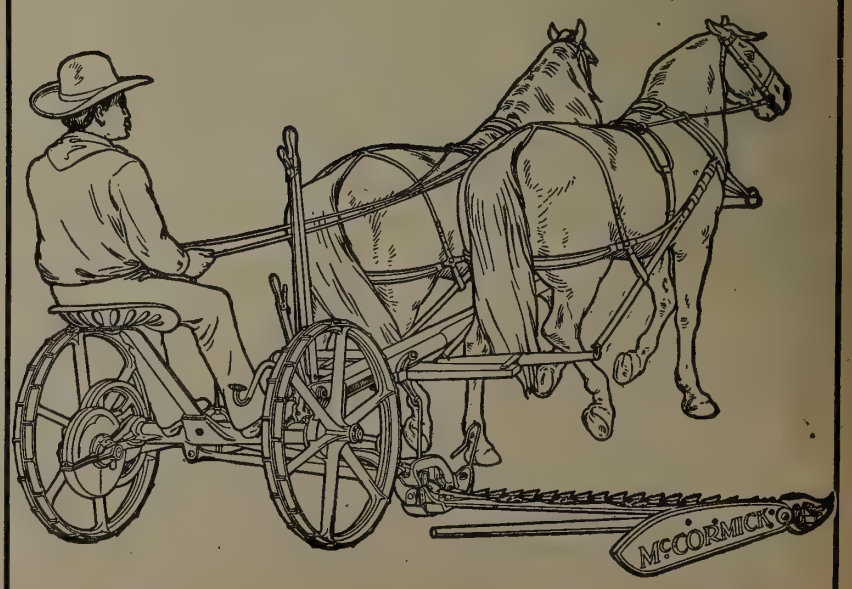
Any general agent or blockman will be glad to give you full particulars relative to agency, terms and territory. Write for catalogue.

Western Canadian Branch Houses :

Calgary, Alta., Regina, Sask., Winnipeg, Man., Edmonton, Alta., Saskatoon, Sask., Brandon, Man.

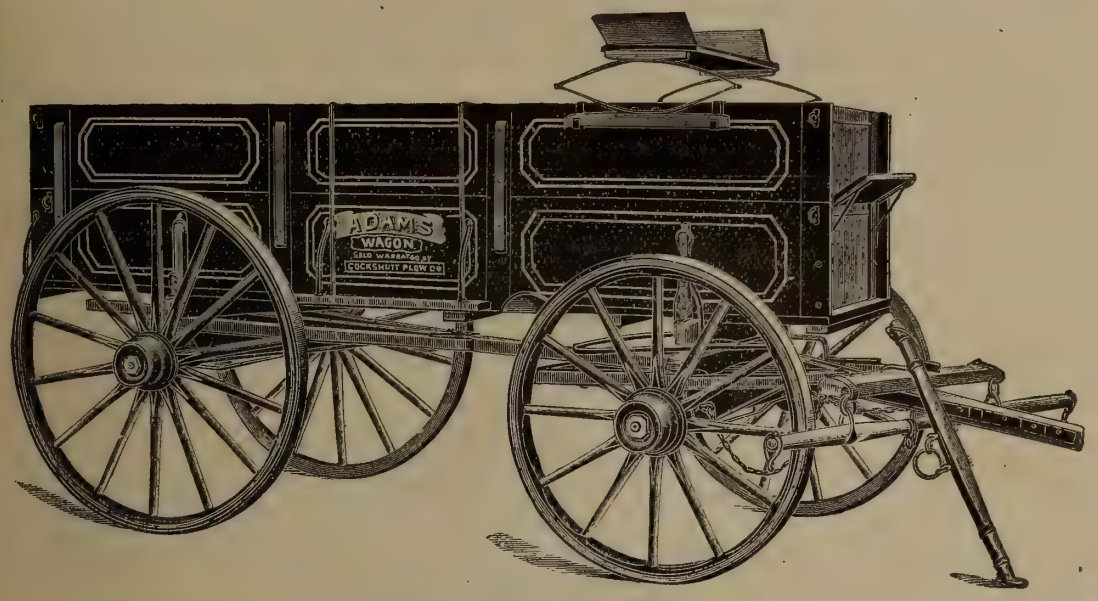
International Harvester Company of America

Chicago, (Incorporated) **U.S.A.**



ADAMS' WAGONS IN 1909

will continue to "lead the procession."



ADAMS' STANDARD WAGON

Dealers can always rely on the performance of

Adams' Wagons and Sleighs

No considerations are ever allowed to interfere with the maintenance of the highest standard of quality in material, construction and finish. The wisdom of the dealer who stays with **Adams' Wagons,** and sells no other, will not be long in becoming apparent.

Maple Leaf Grinders

DURABLE RAPID EFFICIENT

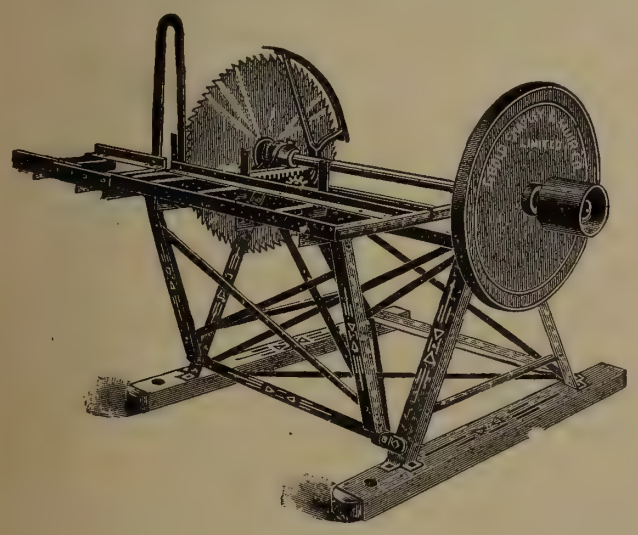
The stationary burr of the Maple Leaf Grinder is provided with relief springs and a breakable pin, insuring against broken burrs if a hard substance passes through in the grain.

The fineness of the grinding is regulated by shifting the stationary burr, not by moving the driven burr and shaft back and forth.

The end of the shaft runs against a ball bearing, preventing friction, and making the Maple Leaf most economical of power.

Frame very strong and well-balanced; adjustable shake; best of workmanship and finish. Made in 8, 10, 11, 13 and 15 inch sizes. The 10 inch size has been known to grind 75 to 100 bushels per hour.

The "Maple Leaf" is undoubtedly the best grinder manufactured. It meets with world-wide sale and is first choice everywhere.



Special Grain Grinder Catalogue sent on request.

BRANTFORD WOOD SAWS POLE SAWS

The saw as equipped for cordwood is illustrated herewith. It is also sold equipped for sawing long poles, the balance wheel being attached low down and out of the way. Steel frame strong and rigid; cast iron guard over blade; patented adjustable dust-proof oil-boxes which never heat. Our steel frame Wood and Pole Saws have distinctive and important points of improvement over other makes.

Cutters and Sleighs

We have a full stock of Armstrong Cutters and Adams' Sleighs and can ship promptly. Send for Cutter Catalog No. 156.

Cockshutt Plow Co., Limited

Winnipeg Regina Calgary Edmonton

NEW COCKSHUTT DRILL

"The Peerless Seeding Machine"

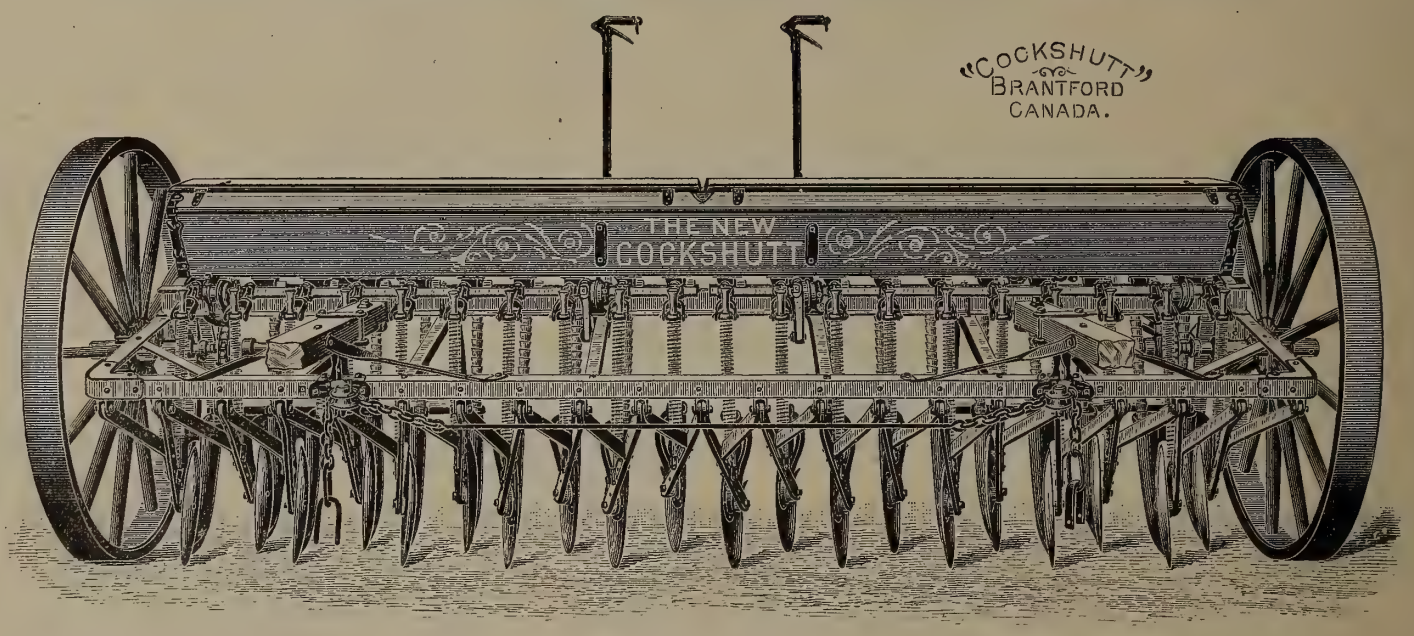
MOST SATISFACTORY TO USE **EASIEST TO SELL**

The Simplest and Easiest Drill to Set Up Ever Built

The thousands of New Cockshutt Drills sold last Spring gave the utmost satisfaction both to dealers and farmers. Our 1909 drill is the same with the exception of some minor improvements which have suggested themselves.

For 1909 handle Cockshutt Drills only and with close attention to prospective customers you will undoubtedly "bag" the drill trade of your district. To show what can be done with the right drill and persistent methods we can point to one of our agents who sold 37 New Cockshutt Drills last Spring.

The Drill of Proved Merit



Front View of New Cockshutt Drill.

Interchangeable Single Disc, Double Disc or Drag Shoe. Sizes: 14, 16, 18, 20 or 22 Shoes; sowing 6 in. apart. Equipped with Foot Boards, located at each end.

IMPORTANT POINTS OF SUPERIORITY.

Frame .....High carbon angle steel, re-inforced by malleable corners and steel corner braces. Heavy I beam runs entire width of machine adequately supporting all weight. Frame all rivetted together. Users on rough land will appreciate the fact that there are no bolts to shake loose.

Axles .....Perfectly uniform cold rolled steel shafting. Axle bearings are pivoted to frame, which prevents biting of the axle and insures light draft, which cannot be obtained with a continuous axle.

Wheels ....Large and strong with extra long bearings which prevent the wheels from wobbling and also increases durability. Wheels 48 in. diameter, 4 in. tire for 20 and 22 shoe machines and 3 in. for 14, 16 and 18 shoe machines.

Grain Box..Made of selected, well seasoned lumber and perfectly fitted at all points. Large capacity—20 shoe machine holds 4 bus.

Feed .....Positive force feed of great accuracy. Will sow all kinds of grain evenly and without damaging a kernel.

Hitch .....The Cockshutt Adjustable Pulley Hitch is the most effective ever manufactured. Can be raised or lowered to prevent neck weight. Eveners held up by chains from poles.

Drive .....Equipped with chain drive, the easiest running, most durable and simplest drive on the market. The friction is greatly less than with gear drive. By the use of a hardened steel chain we have overcome the troubles that other manufacturers have experienced with a chain drive. Chains used in the past were of malleable iron, which being soft wore easily and stretched easily. We guarantee our chain not to stretch at three times the breaking strain of malleable chain, and being hardened it will not wear and will always fit sprocket wheels exactly. With our adjustable chain tightener there is no slackness.

Cockshutt Plow Co. Limited

WINNIPEG **Regina** **Calgary** **Edmonton**

CANADIAN FARM IMPLEMENTS

Vol. VIII, No. 5 WINNIPEG, MAN., NOVEMBER, 1908. SUBSCRIPTION PRICE} Per Copy, 5c. Per Year, 50c

U.S. Vehicle and Implement Makers Gather in Annual Convention.

The National Association of Agricultural Implement and Vehicle Manufacturers of the United States held their fifteenth annual convention at Columbus, Ohio, on October 20th, 21st, and 22nd. There was a fairly representative gathering of those engaged in the making of farm machinery and vehicles, and a series of splendid sessions was the result. The deliberations of the body, while not of direct importance to the dealers of Canada, is of exceeding interest as illustrative of the trend of thought entertained by the makers of implement and vehicles across the line. President Newell Sanders, of the Chattanooga Plow Co., of Chattanooga, Tenn., presided, and the following extracts are given from his opening adddres.

"Many of us remember when the only implements the farmer had were plows and harrows. Since that time implements and vehicles have been devised by our manufacturers for every known want of the farmer. In fact this was almost the case fifteen years ago when this association was organized. There is hardly a base patent on implements that has not run its seventeen years' course and expired. We have been copying from one another until most of the individuality of the average manufacturer has disappeared.

This time has not been lost, however. There has been a ripening process going on, a perfecting of details, a simplifying of design, a lightening, strengthening and standardizing, an increase of capacity, a better adaptation to the work, improvement of methods of production, a more systematic plan of distribution and a widening of our field of action. We have found better ways to make things, safer and more satisfactory ways of marketing them, and have got into the way of having more regard for the rights of others. We have been commercializing and Christianizing a great industry.

While this has been going on the spirit of invention and discovery among us seems to have become somewhat dormant. We seem to be getting into the shadow of the age that produced the riding plow, the seed drill, the harvester, the thresher, and the other leading types of implements and machines.

Association influences have shorn competition of its savagery and brought an era of good will and co-operation and consolidation. All this is good in a way, but there is danger of our settling down into a self-satisfied state, content to duplicate machines and sell repairs and to pay the interest on what we owe without making an effort to pay off fixed indebtedness or do new and original things. It would be well for us to remember that almost every important concern among us was built up by strong personality; that the large fortunes in our line were made that way, and that large profits are not now being made in the implement business.

INCREASE EXPERIMENTAL WORK

In the first place we should increase our experimental work. We should get right down to discovery and invention. See where we can still further reduce the labor of the farmer and the cost of farm implements and farm products. I am aware that this effort is going on now, but I believe that it should be intensified. We should produce some absolutely new things; farmers and dealers are asking us for something new. Our implements and vehicles may be well nigh perfection but I believe there are all sorts of possibilities in the air yet.

The manufacture of implements should be still more highly specialized and standardized. In this way the profit can be increased and the sale promoted by reduction in price. The greatest opportunity for increase of business in the United States today lies in the fact that such a great number of farmers cannot have all the implements they would like to buy on account of the cost.

The dynamics of implements is always a fruitful field for study. A large part of the cost of farming is the cost of the power required. The application of steam has done much. The use of gasoline and alcohol motors is likely to do more. Motor vehicles and machines are in their infancy yet.

There should be a search for new materials. It has been a long time since we have had anything new. Soft center steel is no longer a novelty. Chilled iron is not interesting now, and the use of malleable iron seem ancient.

MAKE GOODS KNOWN EVERYWHERE

With our country so well supplied with implements we should now give a large part of our attention to world-wide work. There are so many million people on the earth that never have heard of our improved implements that we should double our efforts to make our goods known everywhere. We should in a discriminating way push our goods where there is no suitable material out of which they can be made; our machine-made goods where goods are being made by hand; our labor-saving machines where labor is scarce; our power saving machines where power is expensive, and our cheap machines where the people are poor."

Concluding, President Sanders advocated the manufacturers doing something towards the conservation of the forest wealth of the country. In closing he said: "I wish that what I may say here might reach the ears of our foreign friends and customers. The business they give us coming independent of conditions and seasons here is the balance wheel that carries us over times of depression in this country. It gives us an opportunity to widen our range of action and to gratify our ambitions. For all this we are to them truly thankful."

UNIFORM CONTRACTS

The committee on attorneys and litigation in their report advocated that during the coming year, and as speedily as possible, the various and sundry branches of this Association establish contracts in which certain of the conditions are substantially uniform. The idea is to get a contract which will, if possible, avoid any litigation under the foreign corporation laws of the various states, which will provide a sufficient warranty, also provide a reservation of title clause which could be enforced, and lastly which will contain a provision whereby a penalty might be recovered in lieu of actual damages in case of cancellation of the order by the purchaser. This is all in connection with the "straight sales contract."

REPORT ON DEALERS' ASSOCIATIONS

The most interesting report from the standpoint of the retailer is that presented by the committee on dealers' association. From it we give a number of excerpts. "During the convention last fall and winter of the various dealers' associations, our association was represented at practically all of these meetings by one or more of our members, and addresses were made and conferences were held in several places looking towards a betterment of conditions of our business in the implement line. The principal subjects that our representatives discussed at these conventions was the matter of shorter terms on implements; and after an extensive inquiry and discussion of this subject it is our opinion that the dealers of the country, very generally are prepared for accept-

ing shorter terms on a general line of implements, beginning with the season of 1909, and we are glad to say that on some kinds of goods these shorter terms have been put into effect, and in various other lines an earlier date has been fixed for the usual cash discount, so that we feel that some progress has been made towards shortening the previous too long time given on implements. It is also our opinion that much greater progress can be made on this subject if our members generally will co-operate on this subject and stand together. We have found the dealers of the United States quite reasonable in listening to these propositions for shorter terms, as they appear to realize that the manufacturers can no longer afford to give the extreme long time on implements, when they have to pay cash for about everything they buy or use. The dealers and manufacturers both recognize that the farmers are in good shape and able to make cash payments, or give short time notes for all goods when delivered.

At a meeting of the Dealers' Federation held in Chicago October 13 to 15, 1908, your committee was represented by its vice-chairman and its chairman. Dealer delegates from the various state associations were present from all over the Central and Western states, there being a very large attendance. The subjects they brought to the attention of your committee were as follows:

DEALERS' WANTS

They asked our co-operation in having the various state legislatures pass an effective peddlers' license law, to the end that peddlers may not bring in carloads of vehicles and other goods, and peddle them around among the farmers and pay no local taxes or expenses. We agreed to recommend this matter to our association, and gave them what assistance we could on this subject.

They ask our help in asking our membership to absolutely discontinue selling any goods to catalog houses. They intimate that there are still some companies who belong to our association that are still selling goods to catalog houses, and as this is one of the main subjects of interest to the dealer, they want our help in blotting out this trouble altogether, so far at least as our membership is concerned; and on this point it would almost seem, if our association is sincere in its opinion, that the factories selling to dealers ought not to sell to catalog houses; that perhaps it might be made a qualification of our membership that such factories as sell to catalog houses are really not eligible to membership in our association. We present this point for your consideration, and such action as you deem proper.

The dealers' report that there has been no radical correction or revision in the matter of the rating of the dealers in Dun's or Bradstreet's, and report that many of the dealers are put down as dealers in implements who are not, and ask our help to get these various agencies to correctly rate the dealers.

They request that sales of implements at state fairs to farmers at anything less than the regular retail prices be discontinued. They claim that farmers from various parts of the state will go to the state fair with the expressed intention of buying something from a factory direct at a reduced price, and then return home and boast about it. The dealers, as a rule, do not object to sales being made at the state fairs at the regular retail price to farmers, and then the regular commission or profit being allowed to the dealers in the town nearest to which the farmer lives.

They also request us to help to abolish the commission or consignment contract, believing that the consignment contract is the root of a great deal of the trouble in the retail implement business, as irresponsible parties are furnished with a lot of goods on consignment who have no investment in them, and some factories even go to the length of paying the freight on such consigned stock, and the party receiving such stock feels that he can sell them at quite a small profit and still make some money; all of which operates to the very great detriment of the regular retail dealers who have money and capital in the business, and are running it as a regular business proposition. They believe, by doing away with the consignment contract entirely, that a better class of dealers will be brought into the implement trade—more responsible parties, and those who understand business propositions better.

Your committee agreed to submit these propositions to our association, with a recommendation for their very serious and favorable consideration.

MANUFACTURERS' DESIRES

We, as representing our association, on our side made the following proposals to the Dealers' Federation:

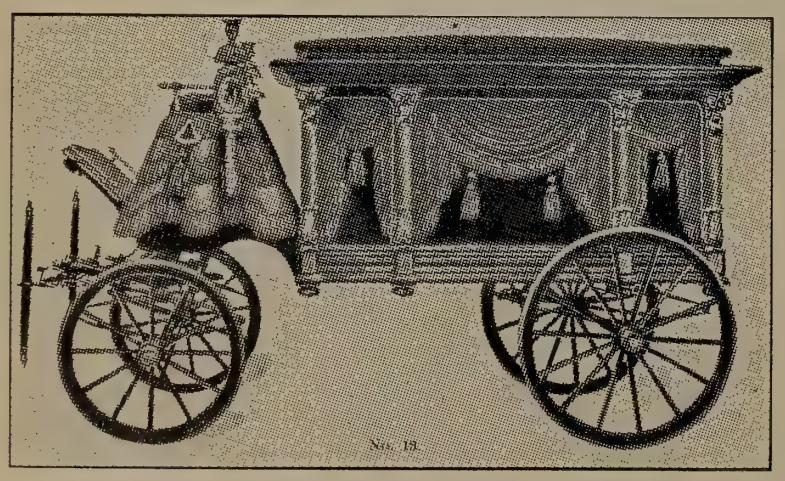
That the dealers should frown down many of the counterfeit repairs of all kinds being made and sold by various supply houses outside of the regular line, for the reason that as the ultimate result of the handling of counterfeit repairs there would be no profit in the sale of repairs to dealers and factories who made and sold goods originally, and were entitled to the repair trade on them, and would be to a great extent cut out of the sale of the repairs for their own machines and the profit thereon.

We are glad to report that the dealers present at the Federation meeting were quite strong in their desire to support us in this proposition. Many of them had had experience with these counterfeit repairs, especially on plows, and were very much in favor of our request on that subject, and will report same back to the various state associations for their discussion, and, as we believe, their favorable action.

We also suggested to the Dealers' Federation in the matter of repair business in the future, that repairs be made a separate account from machines, and that all repairs should be billed and paid for either on 30 or 60 days net from date of invoice, and that orders for repairs from dealers without a mercantile rating should be accompanied by cash, and that on all repair bills the invoice should be made out on possibly 30 to 60 days net.

We also suggested to them in the matter of allowances for free repairs in the future, that a good rule to put into effect would be a plan to require either payment for all repairs shipped, or their return by freight to the factory from which they were obtained; in other words, to have the dealer account. one way or the other, for all repairs sent to him, either by paying for them or shipping them back to the factory or jobber from whom he got them.

All these matters the dealers considered favorably, and we expect some good results from these suggestions at their next winter meetings—at which, by the way,



Superiority in Finish and Style make

GREER HEARSES

Ambulance and Undertakers' Wagons

Canada's Leaders.

Made in different sizes, in all the latest designs. Only selected materials used in construction. Perfectly finished by experts. A number of rebuilt hearses constantly on hand.

For thirty-eight years our Landaus, Carriages, and Buggies have been unsurpassed for quality and style. Every job guaranteed.

A. B. GREER, Manufacturer, LONDON, ONT.

Representative in Western Canada:—

The JOHN STEVENS CO., Ltd.

WINNIPEG.

Correspondence solicited from Dealers.

they request that we be represented again, as in former years, as the getting together of the manufacturer, jobber, and the dealer at these various conventions always result in a great deal of good.

Another subject that was discussed, but briefly, was the question of the factories making direct sales to the farmers, especially of the kinds of goods dealers do not often carry in stock; for example, such goods as threshers, power corn shellers, hay presses and other large machines. Many of the complaints our association has received from the dealers are about these direct sales; and when the matter is taken up with the factory making the sale they claim the dealer will not handle their goods by buying them and putting in a stock, same as they would with ordinary goods, and they will often take the agency for several different kinds of large machines at a time, and then often play one against the other for a better commission or a lower price, and not really helping anybody in a fair way. We believe this question is one that our association should consider and discuss at least, and perhaps be able to make some suggestions to the executive committee for guidance in future courses.

DEALERS FAIR AND REASONABLE

In our intercourse with the dealers individually, and with their officers and committees, both in the state associations and in the Federation of Dealers' Associations, we are very glad to report we have found them, almost without an exception, disposed to be reasonable, at least from their point of view. Their requests may not always accord with our own ideas, but if not, they are willing to talk about it, and if we think their requests are too strong, they are willing to modify them, and certainly we have found the present leaders and officers in the various dealers' associations are quite reasonable in their requests to us, and we also believe that they would be equally fair and reasonable about any requests we may think best to make of them; for, when it comes down to a final analysis, the interests of the dealer, jobber and factory are mutual and identical, and it is our opinion that all parties in this trade have already realized the fact and are willing, in a great measure, to pull together for the mutual benefit of all.

On motion the report was adopted.

NEW OFFICERS

Other reports affecting foreign trade, patents, legislation, transportation, terms and credits, materials, insurance, etc., were presented. At the conclusion of the reports the election of officers took place. Mr. W. B. Brinton, of the Grand Detour Plow Co., Dixon, Ill., was elected president, and Mr. H. M. Kinney, of the Winona Wagon Co., of Winona, Minn., was elected chairman of the Executive Committee for the ensuing year. The 1909 convention of the association will be held in Chicago.

An Enormous Order and Shipment.

What is said to be the largest shipment of agricultural implements ever made from a manufacturing house to a retail dealer was shipped from the factory of the Parlin & Orendorff Co., at Canton, Ill., to the Penick-Hughes Co., retail dealers at Stanford, Texas. It consisted of forty cars of plows, harrows, cultivators and other agricultural implements made by the Parlin & Orendorff Co., the total weight of the shipment aggregating one thousand, two hundred and sixty nine tons. The run was made by daylight, the train stopping at all stations of importance en route. Representatives of the manufacturers, the consignees, the railways and the P. & O. Fifth Regiment band, of thirty-four pieces, accompanied the train.

Some day the company hope to make a similar shipment to more than one dealer in the great prairie provinces of Western Canada.

Remember it's the worry nott he work that kills.

ASPINWALL POTATO MACHINERY
Established Reputation
BEST of Workmanship Material Service
MACHINES WITH A PEDIGREE AND THE MOST PERFECT FOR THE PURPOSE IN THE WORLD
Cutters, Planters, Sprayers
Diggers, Sorters
CATALOG MAILED FREE
ASPINWALL MFG CO
JACKSON, MICH. U.S.A.
CANADIAN FACTORY: GUELPH, ONT.

The best buggies for the money on the market

The "World" Line

This splendid line of *medium grade work* grows in favor with the trade every year and we believe it is just a little better this year than ever before. *New "World" Catalogue* showing many new and attractive styles is now ready for delivery. Send for it.

Also ready—New Catalogue of popular priced "STUDEBAKER SOUTH BEND LINE" Business Wagons.

THE *Studebaker* line of **wagons, buggies** and **business wagons** is this year more complete than ever before. There are no better vehicles built than those made by *Studebaker* and none so well thought of or easier for the dealer to sell. You know and your customers know that the vehicle is right if

It is a

Studebaker

Send for our New "World" catalog

THIS is our **No. 893N Auto Seat Buggy** and one of the best sellers ever built. Has true sweep, high arch, full wood capped axles. Twin auto seat, roomy and comfortable. Fitted with quick shifting device, by simply releasing two thumb levers top can be removed in 15 seconds. Finely finished and trimmed.

Studebaker

Brothers Mfg. Co.
SOUTH BEND, INDIANA, U.S.A.
World's Largest Vehicle Builders.

A Model Dairy.

Winnipeg is to have one of the most up to date dairies on the continent. At least that is the intention of a number of city business men, who recently joined with Professor W. J. Carson, B.S.A., formerly in charge of the dairy department of the Manitoba Agricultural College, in the formation of a concern to be known as the Carson Hygienic Dairy Co., Limited. The provisional directors of this company are W. J. Carson, Dr. C. W. Gordon, and Geo. White. It has been incorporated for $40,000, which amount is fully paid up. The company have secured a most desirable location on Maryland street, just close to Portage avenue. They will have a frontage of one hundred feet, with a depth of one hundred and twenty feet. The contract was recently let for the erection of their building. This will be 64 x 56 feet two storeys high, and will cost $22,000. It will be of red pressed brick and so constructed that a third storey can be added when necessary. The interior will be finished in white throughout, the walls being of white enamel tiling for five feet up, the balance being in white enamel plaster. The first floor will be fifteen feet high, while the second will be twelve and one-half feet. All the machinery will be of the latest and most modern kinds for the production of milk, cream, ice cream and butter. All milk will be purchased from farmers in Manitoba. Included in the equipment of the building will be a mechanical refrigeration plant for the purpose of distributing cold air through all parts of the building. Prof. Carson will manage the new enterprise, and few men on the continent are equally qualified for such a responsibility.

A Worthy Act.

On October 25th a beautiful new Y.M.C.A. building was dedicated at South Bend, Ind. This structure was erected and presented to the city by the Studebaker Bros., Mfg. Co., at a cost of $250,000. Few towns on the continent have benefited more at the hands of the public spirited manufacturers located within their limits than has this enterprising little city. Further, such acts are well worthy of emulation, whether in the United States or Canada.

New Professor Appointed.

Prof. J. W. Mitchell, of the Kingston Dairy School, Kingston, Ontario, has been appointed head of the dairying department at the Manitoba Agricultural College, in succession to Prof. W. J. Carson, B.S.A., who recently resigned.

The new appointee is a graduate of Queen's University, after which he took the special course in dairying at the Ontario Agricultural College, Guelph. At the finish of his term he joined the staff of the Dairying Commissioner for Canada, Prof. James W. Robertson, and under his direction organized the government system of creameries for the territory now known as Saskatchewan.

For the past few years Prof. Mitchell has been engaged at Kingston, where he will be succeeded by Mr. G. G. Publow, one of the best known dairy experts in Eastern Ontario. We wish Mr. Mitchell every success in his new position.

Users opinions of the Milking Machine.

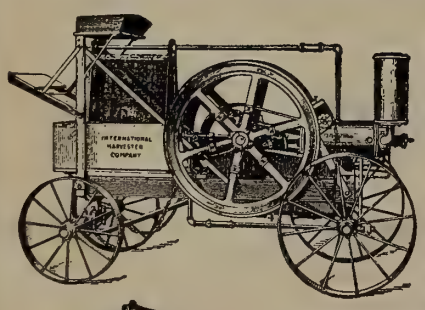
That the days of the general introduction of the milking machine to the farmers of the country is not far distant is borne out by letters which, from time to time, appear in the agricultural press. In order that our readers may get a line on the opinions of actual users we quote the following letters.

"I have been using the Burrell-Lawrence-Kennedy milking machine right along and find it all right, I have lots of visitors coming to see the machine. Several speak of putting in milkers.—Peter Stark, White Station, Que."

"We have been using the Burrell-Lawrence-Kennedy milking machine continually for over two years and it has given entire satisfaction. The machines have been a positive success with us and we would be very much disappointed if compelled to stop using them.—S. Price & Sons, Limited. (per Thos. Price.)"

"I am well pleased with our Burrell-Lawrence-Kennedy milking machine. We started it on the 12th of June, 1907, and operated it until December. As we do not milk our cows in the winter, we did not start it again until the middle of April. We have never had any trouble with it; it works fine. My son and myself always look after it. —John Geddes, Ormstown, Que."

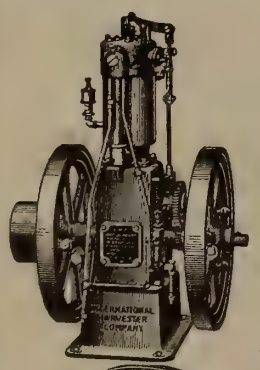
The Secret of Success



The secret of success in the farm implement business today is to sell goods that will make money for the purchaser as well as for yourself.

Every farmer who has used an I.H.C. gasoline engine finds that he can run his thresher, feed grinder, churn, cream separator, saw, grind stone, fanning mill, etc., with less trouble and expense with this power than by any other method.

Isn't that the engine to sell?



The I. H. C. Gasoline Engine is so simply constructed that anyone can operate it successfully. It can be left for hours at a time and can be depended upon to furnish steady power all the time. This engine requires very little fuel compared to the work it does. Every I. H. C. gasoline engine you sell will help to sell more.

Look into the valuable features of the I. H. C. gasoline engine and you will readily see why it should have a place on your sales-room floor. Ask the blockman all about this engine, or write nearest general agent for terms and territory.

Branch Houses in Western Canada:

CALGARY, ALTA. REGINA, SASK.
WINNIPEG, MAN. EDMONTON, ALTA.
SASKATOON, SASK. BRANDON, MAN.

International Harvester Company of America
(INCORPORATED)
CHICAGO, U. S. A.

Tiger Drills

All styles—Shoe Drills, Single and Double Disc Drills
Made with Heavy Angle Steel Frame. Two axles, hung to frame with Pivoted boxings—Never out of line.

Will sow any kind of seed, absolutely accurately.

All Drills made with double levers, which never get out of place.

Best Disc boxing made; dust proof under all conditions.

Write for 1909 prices.

MADE BY

J. S. ROWELL MFG. CO., Beaver Dam, Wis.

The Stewart-Nelson Co., Ltd.,

General Agents, WINNIPEG.

"We have used eight Burrell-Lawrence-Kennedy milking machines since September 1st, 1907. We milk eighty cows with them. Our machines are run by means of a three horse gasoline engine. It takes three men to operate the eight machines. We can observe no difference in the yield of milk when the cows are milked regularly. We always try each cow by hand stripping after the machines and we are always sure that each cow is milked clean every time. We have been able to reduce our help from seven to three men by making use of these milkers. The milk is also much clearer than when we practiced hand milking. We are much pleased with the milking machines as they milk much cleaner than we can get it done by help especially when the machines are properly handled.—Rae Bros., Winchester, Ont."

A Splendid Hanger.

A few days ago the mail brought us one of the finest samples of pictorial advertising, in the form of a poster, that has come into our possession for a long time. It is just off the press for Deere & Co., Moline, Ill., and is the work of that master of publicity, Frank D. Blake, head of their advertising department. The poster is 24 inches by 30 inches in size, and is gotten up in the form of two panels, one above the other. Across the top appears the words: "Light running new Deere, greatest strength, lightest draft." Underneath this is shown cuts of this particular plow, one being a gang and the other a sulky. Beneath this is a plowing scene, which gives to the hanger its greatest charm. The plates were made from a photograph taken by Mr. Blake on the Rock River Farm of the late Mr. Chas. Deere. It shows four fine black horses pulling the New Deere Gang, and is an exceedingly pretty view. Mr. Blake is not only to be congratulated for his idea, but he is to be congratulated on his choice of printers, the work being exceedingly well done. Dealers desirous of securing a copy should write to the Canadian houses of the firm.

The Manitoba Retail Implement Dealers' Association contemplate a fine convention in Winnipeg Bonspiel Week. Are you arranging to be present.

Calgary.

Mr. J. W. Ruttle, Massey-Harris agent at Wetaskiwin, spent a short time in the city. He was accompanied by Mrs. Ruttle.

Mr. A. W. Trickey, office manager of the Massey-Harris Co., here, is spending a few days on business in Northern Alberta.

For the benefit of that portion of Western Canada not included in Alberta, we would like to mention that there was an election in this province on Oct. 26th. Was it warm? Well I guess yes!

Mr. D. Smith, of the sales staff of the Massey-Harris Co. here, for the past few years, has been appointed general agent for the company on the territory from Calgary to Pincher Creek.

Mr. H. A. Dunn, Alberta manager; John Shields and Geo. D. Hill, travellers for the John Deere Plow Co. in Alberta, spent a couple of weeks at the head office in Winnipeg since our last writing.

Mr. H. A. Dunn, manager of the John Deere Plow Co., here, has been confined to his bed for some days with an attack of la grippe. He is now able to be up a short time each day, and we hope to see him about and fully recovered very soon.

The weather continues fine and —with the exception of a few cold days late in October—quite summer-like, so that plowing has continued without interruption and roads have been fine for hauling grain.

Mr. G. H. McFetridge, manager of the Western Implement Co., Lacombe, was a business visitor in Calgary recently. He reports a good year in his territory, and states that collections this season will be better and much earlier than usual.

Mr. W. J. McCallum, general agent for Edmonton territory for the International Harvester Co., spent some days in Calgary early in November. He is well pleased with conditions in Northern Alberta this year, and is looking for a big business in agricultural machinery next season.

The regular monthly meeting of the Alberta Wholesale Implement and Carriage Dealers' Association was held on Saturday, Nov. 7th, in the parlors of the Dominion Hotel. As usual, dinner was served, the business being attended to af-

Mr. Dealer, Read This

There's Money in it for You!

This is the time of the year when the implement business is dull. A number of years ago nearly all Hand Cream Separators were sold in the Spring. Now they are sold every month in the year and in some localities there are more Separators sold in the Fall than at any other season. Why not get after the farmers who are milking a number of cows, when you are making your FALL COLLECTIONS, talk Dairying and circulate our Advertising Matter among the people who are keeping cows? Do the same with farmers who are using "cheap" Separators, for the average farmer very quickly finds out that he is losing money by using a "cheap," poorly constructed Separator and you can very quickly show him the advantages of investing in a Separator that will do the work and do it right. We have an EXCHANGE PROPOSITION in which there is a good thing for you.

The U. S. is the cheapest machine on the market for the money, that is when quality is taken into consideration. It is not handled by jobbers, but direct from the manufacturer to the dealer. Our Agents are satisfied Agents, and our Customers are satisfied Customers.

Bear in mind that the U. S. CREAM SEPARATOR is manufactured by a Company that has been manufacturing Dairy Machinery for forty years, manufacturing CREAM SEPARATORS for over seventeen years, and that the U. S. SEPARATOR is not an experiment.

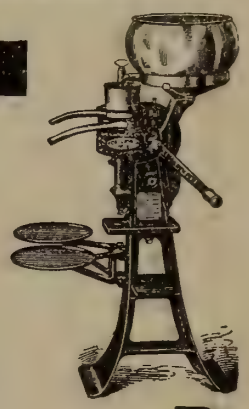
Write at once for Catalogue No. 213, our AGENTS' TERMS and DISCOUNTS, our SPECIAL EXCHANGE TERMS and DISCOUNTS also for a package of ADVERTISING MATTER, which will be sent, TRANSPORTATION CHARGES PREPAID.

VERMONT FARM MACHINE CO., Bellows Falls, Vt. U.S.A.

PROMPT DELIVERIES from well stocked warehouses at Montreal, Winnipeg and Calgary.

The New Improved

De Laval Cream Separator



from seamless, sanitary, "anti-splash" supply can to handsome iron base is a lesson in

Simplicity Strength Symmetry

Sales in 1908 more than those of all other makes combined.

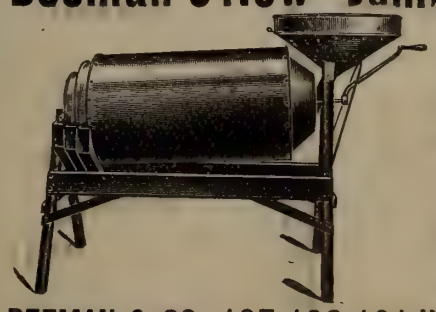
The new machine has literally swept the field and easily wins approval in the face of any competition.

Ask for Catalog.

THE DE LAVAL SEPARATOR CO.

MONTREAL WINNIPEG VANCOUVER

Beeman's New "Jumbo" Grain Cleaner



Guaranteed capacity on wheat 100 bushels per hour.

Just the machine for Cleaning **Grain for Market** on account of its large capacity and an absolute necessity in Cleaning **Grain for Seed.**

The "Jumbo" is sold on a guarantee to do **better work and more of it** in all kinds of grain and seeds than any other cleaner. This is why the "Jumbo" Cleaners are so easily sold at a good profit.

We give exclusive sale to dealers and do not sell farmers where we have an agent. Why not sell the farmers what they want? Write today and secure the agency.

BEEMAN & CO., 127-129-131 Higgins Ave., Winnipeg, Man.

terwards. There was a good attendance.

Owing to the growth in their office staff the International Harvester Co. have found it necessary to procure additional office accommodation and have leased a suite of rooms in the "Alexander Corner" over the Molsons Bank, and have transferred their entire collection department to that building.

During the past month Mr. J. A. Latimer, manager of the Cockshutt Plow Co. here, was a business visitor to his British Columbia representatives. closing up 1908 business and making contracts and taking orders for 1909. While away Mr. Latimer also visited Seattle.

Mr. P. O. Vaught, who has charge of the British Columbia territory of the International Harvester Co., spent some days in Calgary during the last week of October. He had just completed the annual settlements in British Columbia and reports a substantial and satisfactory increase in the company's business in that province this year.

Mr. W. E. Hall, of the Frost & Wood Co.'s Calgary branch, returned to the city the latter part of October, after a three weeks' business trip to the Coast and through British Columbia for the purpose of making the company's annual agency settlements in that province. He reports a good demand for Frost & Wood Co.'s lines.

Mr. Wm. Forrest, a well known Massey-Harris traveller, has decided to leave the road for the present, and will in future be that company's local agent at High River. W. Millard, who has been local agent for the Massey-Harris Co. at Olds, has also decided to make a change and will next year act as the local agent for the same company at Nanton.

Mr. A. N. Robertson, of the International Harvester Co., here, spent some weeks recently in British Columbia assisting their repreentative, P. O. Vaught, to complete annual settlements. Mr. J. A. Brookbank, the company's Alberta manager, also spent a few days with their agents at Coast points, and while away also visited Seattle and Portland.

Mr. J. P. Minhinnick, the well known general agent for the Frost & Wood Co., Ltd., who was recently promoted to the Winnipeg office, left Calgary on Oct. 28 to assume his new duties. It was his intention to stop at Medicine Hat on the way down and also to visit his home at Churchbridge, and his brother at Esterhazy. The afternoon before he left a pleasant little affair took place in the office, when the staff gathered together and expressed their best wishes for Mr. Minhinnick in his new position, and at the same time made a presentation expressive of their good wishes.

The city officials and contractors who are doing work for the city of Calgary are taking advantage of the exceedingly fine weather to finish construction of the street car tracks and pavements now under way. If the fine weather lasts until Nov. 15 a large stretch of double tracking will be completed on Main street, also the paving on Main street and 14th avenue. It has made a wonderful difference and improvement in the appearance of the city, and besides is affording work to great numbers of men who would otherwise be idle at this season. Day and night gangs are working on the car lines and pavements.

Another great improvement in the city is the new C.P.R. station which has just been partially completed; one section has been completed, the remaining two sections being left over until spring. The new station is a splendid structure and is a great improvement for the accommodation of the travelling public.

Hon. Senator L. Melvin-Jones, president and general manager of the Massey-Harris Co., Toronto, made an extended tour of Western Canada during the past month, leaving Winnipeg on the G.T.P. he went as far as Wainwright, back to Saskatoon, then over the Canadian Northern to Edmonton, then down the C.P.R. to Calgary, thence to Fernie back to Lethbridge, down to Cardston and then back East via C.P.R. H. Robinson, assistant manager for the Ontario branch of the company, and Mr. C. H. Whitaker, manager of the Manitoba branch accompanied him during the whole of the tour, while Mr. Geo. Forsyth, manager at Regina and Mr. H. Aird, manager at Saskatoon accompanied him as far as Saskatoon. Mr. Hunt, the Alberta manager, met the party there and accompanied them over all of their Alberta trip. Mr. Melvin-Jones expressed himself as greatly pleased with conditions and business in Western Canada (particularly Alberta).

Conditions in Alberta are apparently coming up to expectations, and as the weather has continued favorable threshing is practically completed except in Northern Alberta, where this month will also see it completed. Crops have turned out exceedingly well on the whole, averaging well and grading high—while prices have also been good. The result is that collections are coming in very favorably and will continue to improve as fast as the crop can be moved. That question of transportation is the one "fly in the ointment" this year; and although the railroads are doing their best—one instance of the conditions will give a fair idea of the state of transportation facilities. A new 35,000 bushel elevator was recently completed at Granum, a town between Calgary and Macleod. They commenced taking grain on a Saturday and in five days were filled up, unable to take another load. Before a car was obtained the elevator most unfortunately burned down. However, as an indication of the way the C. P.R. is handling the grain, and also as an illustration of the immense increase of grain growing in Southern Alberta, we might give the figures of the Dominion Government grain inspector for October. Five hundred and fifty cars of grain passed through Calgary yards that month, 200 being oats, 26 barley, and the balance wheat. A pretty good bunch of grain for a country that until four years ago was considered a stock and ranching country exclusively. In addition it should be remembered that there would have been half as many more cars inspected if they had been obtainable.

Worth Making Enquiry About.

The Brandon Machine Works, of Brandon, Man., recently forwarded us a copy of a folder descriptive of their steel plate furnace known as the "Manitoba." This furnace is made of heavy steel plate riveted together just like a boiler, so that there is no possibility of a gas leakage, all the joints being absolutely tight. The fire pot of this furnace is of special design, and it is claimed that it will thoroughly consume all the gases and even the smoke from the coal. It is further claimed that the "Manitoba" firepot converts the gases into flame, and will furnish 25 per cent. more heat from a given amount of fuel than furnaces not fitted with it. The makers say that there are many other good points in their product not found in any other makes, and are anxious that all dealers should write them for full information. This is a new industry which the company have taken up, and is the first steel plate furnace manufactured in Canada. In writing this company for information we would thank you to mention this paper.

Plows, Harrows, Planters, Listers, Drills, Cultivators, Stalk Cutters, Potato Diggers, Garden Tools, Beet Implements, Carts, Etc.

Over **1400** Different Styles and Sizes, Singly and Collectively the Largest and Best Line of Implements Made in Any Single Factory in America. Backed by an **Unqualified Guarantee**, and for Two-Thirds of a Century

The World's Best

We Want Your Business We have the Quality and the Prices are Right. Do you want our Catalog? It fully describes and illustrates a line of unequalled excellence, noted everywhere for strength and simplicity, the leadership of which is attested by the fact that nearly all of our implements have been imitated in every part of the country.

"P & O" Represents a combination of **Knowledge, Experience and Judgment** never excelled in the implement business. **P & O** when seen on an agricultural implement guarantees it as the very highest type of mechanical art in the building of farm machinery.

PARLIN & ORENDORFF CO.

Largest and Oldest Permanently Established Plow Factory on Earth.

ADDRESS **P & O** AT EITHER

CANTON, ILLINOIS

St. Louis	**Dallas**	**Portland**
Kansas City	**Minneapolis**	**Spokane**
Omaha	**Denver**	**Winnipeg**

Mr. DEALER!

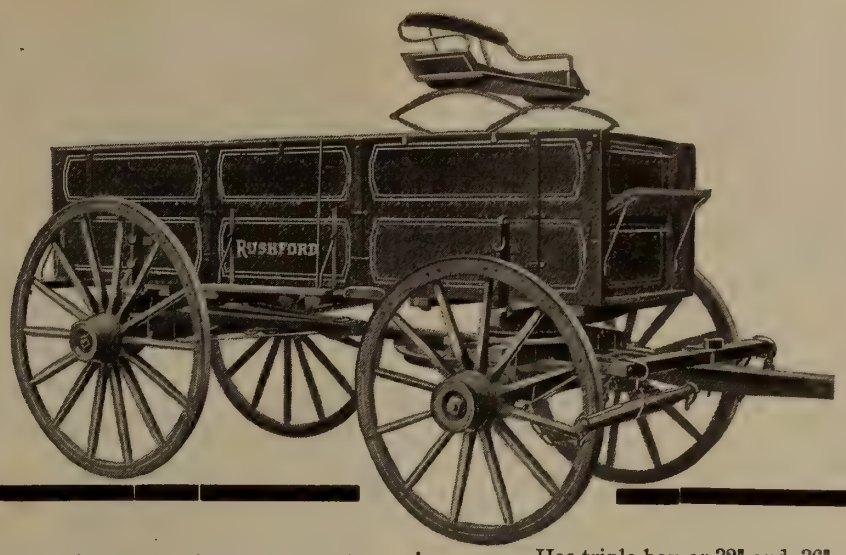
MAKE YOURSELF A XMAS PRESENT BY SUBSCRIBING TO

Canadian Farm Implements

901 Union Bank Building WINNIPEG

NOW!

We'll Help Push Your Sales



Why the Rushford Sells

By advertising direct to the farmers in your neighbourhood—by educating them to the RUSHFORD way—by creating a demand for the RUSHFORD Wagon and turning the enquiries over to you.

We have some strong, convincing advertising matter that has been sent out to farmers, and past experience has proved that a demand for RUSHFORD wagons has been created wherever it has gone.

There are so many strong points about the RUSHFORD that appeal to farmers that they cannot but be convinced that it is the best for them to buy. It lasts so long, compared with others, that the first cost is forgotten long before the wagon gives out.

If you are interested in making nice profits on easy sales, and plenty of them, write us for our agency proposition, and a sample of the advertising referred to.

Has triple box or 32" and 36" straight side, **two-piece,** grain tank. The less number of parts there are, the less chance for loss of small grain.

Grain cleats are **riveted** on, instead of being screwed or tacked.

This means that the farmer will get a grain tight box because the cleats can't come loose.

An outer-bearing axle is used, and large, powerful skeins,—the 3¼" being 3½" at the shoulder, actual measurement. With this equipment we guarantee the 3¼" RUSHFORD to be as strong as any 3½" Canadian or American wagon made.

Rims are double riveted, so that they cannot possibly split or the spokes work loose.

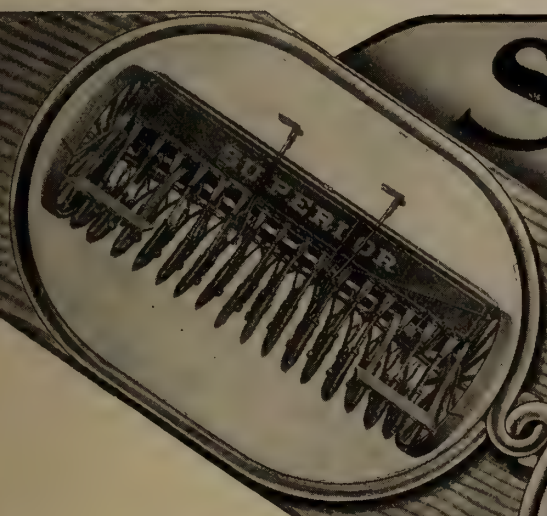
There are many other features that we will gladly tell you about if you are interested. Just drop us a card.

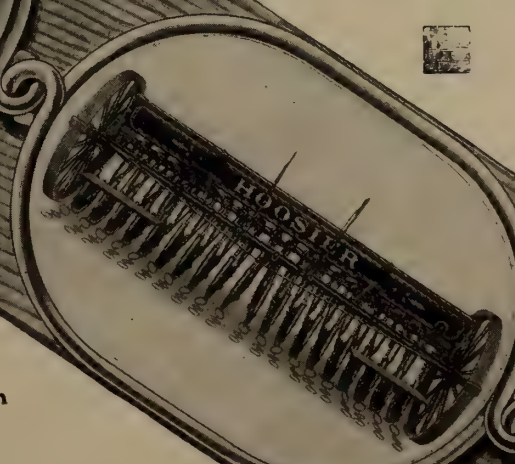
Parlin & Orendorff Canadian Plow Co.

WINNIPEG, MAN.

Canadian Representatives of
Winona Wagon Company,
Winona, Minn.

SUPERIOR, HOOSIER, KENTUCKY.





Always have held first place

There is a good reason

They meet every requirement.

Superior Disc Harrows on wheels.

Nothing like them Work like a charm

Send for Catalogues.

The American Seeding-Machine Co.

Incorporated

310 Ross Ave. Winnipeg, Man.

GRAIN DRILLS

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published Monthly by
Canadian Farm Implements, Ltd.
F. D. BLAKELY, Manager
901-2 UNION BANK BUILDING,
WINNIPEG, - - CANADA
Telephone 518

SUBSCRIPTIONS
Fifty Cents per year. Single copies Five Cents
[Postage Paid Anywhere.]

ADVERTISEMENTS
RATES MADE KNOWN ON APPLICATION
Change of Copy for Advertisements should reach this office not later than the 5th of each month.

CORRESPONDENCE
solicited from dealers, jobbers, general agents, travelling salesmen, manufacturers and others, on matters pertinent to the agricultural implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign name. This paper reserves the right to edit all matter submitted but does not undertake to endorse opinions expressed in its correspondence columns.

Member Western Canada Press Association.

Entered in Post Office at Winnipeg as second class matter.

WINNIPEG, CANADA

NOVEMBER, 1908,

Collections Again.

With the elections over, the dealers of the country will once again have turned their attention to the matter of collections. According to advices from local sources it appears that the trade generally are quite optimistic concerning the amount of outstanding indebtedness that will be liquidated this fall.

The farmers of the country have been successful in harvesting a crop that has proven to be infinitely better than they even anticipated during the summer months. Not only have they harvested a large crop, but the fine open weather has given the railroad companies every opportunity for transportation, and it is gratifying to note that there are very few points where grain blockades of any size or seriousness have taken place.

Not only should the dealer insist upon getting his money when it is due, but he should canvass all debtors thoroughly, paying particular attention to those of slow-pay reputation. Many members of the retail trade should be in a position to get their books pretty well cleaned up before the Christmas holidays, and this is "a consummation devoutly to be wished." As a rule the jobbers and manufacturers expect their money when it is due, so that this season the retailer should see that he is thoroughly protected.

Constant Advertising Profitable.

During twelve months we receive numerous letters asking us for information on many subjects connected with the trade. To those we always cheerfully reply, giving full details so far as we are able.

Periodically we receive enquiries that make us wonder whether those whom they are about are dead or simply sleeping. Such a one came to us about the end of October. This correspondent desired that we send him the address of a certain Canadian maker of buggies and carriages.

In courtesy we forwarded the information, though not without some qualms of conscience. as we almost felt that we were violating the confidence of the buggy maker, who is evidently endeavoring to keep the trade in ignorance as to his whereabouts.

There are probably many other members of the retail trade who would like to have the address of this particular manufacturer, but rather than take the trouble to enquire they place their orders with other houses who follow the policy of keeping the trade cognizant of their location and line.

An advertisement in Canadian Farm Implements, which can be secured at a reasonable cost for the service rendered, would keep any manufacturer doing business in Western Canada continually before all possible patrons. How about trying it? Our advertising rates, and any other information desired, will be speedily forwarded to any manufacturer or jobber desiring same.

The Crop in Alberta.

According to a recent estimate of the crop of 1908, based upon returns from crop correspondents, the Department of Agriculture of Alberta recently sent us the following figures:

	Acres	Yield	Bus. per Acre
Wheat (Spring)	193,731	4,262,082	Aver. 22.
Wheat (Winter)	95,000	2,365,000	" 24.89
Oats	424,985	14 236,997	" 33.50
Barley	87,924	2,351 967	" 26.75
Rye	5.150	99 137	" 19 25
Flax	12.293	153,662	" 12.50
Speltz	1,069	28 863	" 27.00
	820,152	23,497,708	

W. E. HALL.

Frost and Wood Co's New General Agent in Alberta.

On this page we present our readers with a very good likeness of Mr. W. E. Hall, who was promoted recently to the position of general agent for the Frost & Wood Co., in Alberta, with headquarters at Calgary. The subject of this brief sketch was born in Bruce County, Ontario, in 1880. A year later he was brought West to Portage la Prairie, where his parents took up their residence. Here he received his public school and collegiate education, and here he first commenced his experience in the implement business, entering the employment of Mr. James Eadie, then a well known dealer of that place, in 1895. With the exception of five months in 1900, during which time he was attending a business college in Winnipeg, he stayed with Mr. Eadie until June of 1903, when he resigned to accept a position in the shipping and collections departments of the Frost & Wood Co., at Winnipeg. In this capacity he remained until December of 1903, when he was transferred by the company to look after the office end of their business at Calgary. Here he has remained ever since, except for a few months during the winter of 1904-5, which he spent at the Winnipeg office. During his residence in sunny Alberta Mr. Hall has made numerous trips out over the territory, and is well and favorably known by a great many of the dealers of that province. He is exceptionally popular among the members of the jobbing trade in Calgary and for the past two years has been secretary of the Alberta Wholesale Implement and Carriage Dealers' Association. We extend our heartiest congratulations to Mr. Hall, and we know that his friends and the trade generally will join with us in wishing him continued success in the future.

Create Trade Activity.

It has been said that "the way to resume is to resume." Now that the Federal elections are over it is altogether to be expected that the country will once more settle down to business. This should lead to more activity among the commercial classes than has been prevalent during the past three months. Elections are always a disturbing factor, and until they are concluded, business is generally more or less demoralized. Now that they are over it will be to the dealer's advantage to get hard after prospective customers for winter lines, and also to commence making up his list of likely buyers of spring goods. Activity in trade is largely dependent upon the efforts of the individual competing for it, so that it is evident that the quickest way towards a resumption of the old prosperity that prevailed in 1905 and 1906 is to "resume."

Watch the Reports.

Dealers who take the trouble to closely scrutinize the reports in this issue covering the conventions of the United States dealers and manufacturers, will notice that the whole trade, and we mean this in its broadest interpretation, is working hand in hand towards a reduction of terms. At their recent meetings both parties showed an increased desire to bring about this change, which it is considered will be in the very best interests of both dealers and manufacturers.

This condition is significant from a Canadian standpoint and particularly from a Western point of view. With successful crops there is no reason why our agriculturists should be granted the long terms that have prevailed in the past. It is likely that both manufacturers and jobbers will bring their influence to bear on the dealers looking to the elimination of long term credits.

Don't sit down in the meadow and wait for the cow to back up to be milked. Go after the cow.

Hon. Thomas Greenway Joins the Great Majority.

At Ottawa, Ont., on the morning of October 30th, death came suddenly to the Hon. Thomas Greenway, member of the Board of Railway Commissioners for Canada, and for many years Premier of Manitoba. Deceased had not been in the best of health for some months and shortly after his arrival in the capital to take his place on the Railway Commission, to which he was appointed about three months ago, he was compelled to keep to his bed. It was thought that he was on his way to recovery, but owing to a spell of excitement, occasioned by a fire close to the hotel where he was stopping, he had a relapse and passed away a few hours later.

In the death of Mr. Greenway Western Canada loses one of its foremost pioneers, while the agricultural interests of the country suffer a distinct loss. He was a man of few words but ever worked for the welfare of the farmer, and it is doubtful if any man ever exerted a greater influence on the live stock industry of the West than did Mr. Greenway a decade or so ago.

As a statesman the late gentleman will always occupy a place in the history of Manitoba. He was connected with her political life from birth, and helped to lay, solidly and permanently, the foundations upon which our present institutions have their basis. Mr. Greenway was not a man of great literary polish or accomplishment, but he was full of hard, practical, commonsense, and he was thoroughly honest in his management of the affairs of the people.

His remains were brought from Ottawa, and interment took place at his home town, Crystal City, a very large number of Winnipeg and Western business men attending the funeral.

At the last regular meeting of the Winnipeg Wholesale Implement Association the following resolution of condolence was adopted by a standing vote:

"That the Winnipeg Wholesale Implement Association desires to place on record its profound regret at the death of Honorable Thomas Greenway, member of the Board of Railway Commissioners for Canada, and for many years Premier of Manitoba, and its deep sense of the loss thereby sustained by the interests of Western Canada, and particularly this Province. In recording its appreciation of his splendid devotion to his country, the Association also desires to extend its sincerest sympathy to the widow and family of the deceased in their sad bereavement."

Hon. J. H. Agnew Dead.

After an illness extending over a week, following an operation for appendicitis, death came to end the sufferings of the Hon. J. H. Agnew, Provincial Treasurer of Manitoba, on the morning of November 9th. Deceased was stricken very suddenly, and while his condition was known to be very serious, it was thought that he had passed the critical point and that he was on the road to recovery Complications arose, however, and despite the efforts of his physicians death resulted.

The deepest regret has been expressed throughout the Province and the whole West at the sudden and untimely termination of the late gentleman's career. A lawyer by profession, he represented the constituency of Virden in the Provincial Legislature since 1903. On the death of the Hon. John A. Davidson of Neepawa, in 1904, he was appointed to fill the position of Provincial Treasurer, an appointment that he has discharged with benefit to the Province and credit to himself. Of a courteous and unassuming dispositio Mr. Agnew was exceptionally popular both with the members of th Opposition as well as with his own party. By his death the Conservatives of Manitoba lose one of their best administrators, the legislature loses one of its brightest members and the public one of its most patriotic and conscientious citizens.

Dr. James Fletcher.

Thousands of farmers, stockmen and others, across the length and breadth of Canada, have mourned the death of the late Dr. James Fletcher, Dominion Entomologist and Botanist, which took place in the Royal Victoria Hospital, Montreal, on November 8th. The end came unexpectedly and suddenly, the result of an internal disease the ravages of which the most skilled surgeons of Eastern Canada were unable to allay

W. W. RUTAN,

An Implement Dealer M. P.

On behalf of the trade of Western Canada we congratulate Mr. W. W. Rutan, the subject of our illustration, and the well known implement and vehicle dealer of Melfort, Sask., on his election to the Dominion House of Commons as representative of the constituency of Prince Albert, which seat he captured in the Liberal interests by a comfortable majority. So far as we are aware Mr. Rutan is the only bona fide dealer in the Federal parliament. From our acquaintence with him we know him to be both able and energetic, a man with a will of his own and one who should be able to give a good account of himself on the floor of the House. His political career will be watched with interest by the trade of the west, to whom he can be safely considered as "a friend at court." In the meantime he has our very best wishes for success.

A Western Business Man Wanted.

In selecting a successor to the late Hon. Thomas Greenway on the Board of Railway Commissioners for Canada, it is to be hoped that the Government will continue to bear in mind Western requirements in making this appointment. The business interests of the prairie provinces demand the selection of a Western business man, one who is well versed in prevalent conditions of this country, and who knows the needs of the business men from the standpoint of a shipper. This matter is worthy of the Boards of Trade and other business men's associations of the Western Provinces, and it is to be hoped that it will not be overlooked, and so result in the choice of a man not conversant with conditions here.

Personal.

Young, Sask., has a new dealer in the person of Mr. W. Paquard.

Funk Bros. have commenced an implement business at Drake, Sask.

At Jansen, Sask., Leppky Bros. have opened up for business in agricultural implements and vehicles.

Mr. T. J. E. Oates, of Kuroki, Sask., recently added machinery to his other lines.

Mr. A. A. Painchaud has opened for business in implements and vehicles at Fannystelle, Man.

Simmons, Benson & Co. have started an implement business at Coblenz, Sask.

Halliday Bros. is the name of a new implement house at Adanac, Sask.

Mr. Geo. D. Jeffries has commenced in agricultural implements and vehicles at Colonsay, Sask.

Bain Bros. have opened up in implements and vehicles at Elbow Sask.

Mr. W.W. Lowe, of Rosebank, Man., has added implements to his other lines.

Jamieson & McKirdy have started in the implement and vehicle business at Nokomis, Sask.

A new implement firm recently opened up at Gurnsey, Sask. Olson & Johnson is the name.

Fillion & Turcotte recently established an implement and vehicle warehouse at Viscount, Sask.

Mr. G. P. Siemens, of Herbert, has sold his implement business to Mr. Gerhard Harms.

The well known firm of E. J. Meilicke & Sons, of Hanley and Dundurn, have opened branches at Outlook and Allen, Sask.

Brooks & Dinge is the name of a new concern opened up in the implement and vehicle business at Hillsdale, Sask.

Mr. W. Butler recently got established in the implement and vehicle trade at the town of Landis, Sask.

The Waterous Supply Co., of Waterous, Sask., have opened up with a full line of general store goods, hardware and implements.

Steeve Bros., of Darlingford, Man., have sold out their entire stock of hardware and agricultural implements to Martin Bros.

Messrs. Johnson & Carlson have bought out the implement business carried on by P. L. Johnson at North Battleford.

Mr. Marshall McLeod, formerly engaged in the clothing business of Souris, Man., has been appointed

Humbolt, Sask., and will take up his residence there about the first of December.

Mr. John Parker, flour and feed dealer at Miniota, Man., has added agricultural implements to his stock.

Mr. L. Hartshorne, manager of the American-Abell Co., was out of the city for several days during the latter part of October.

Mr. A. J. Murray who has been engaged in the trade at Semmons, Sask., has been succeeded by Mr. J. Smith.

Mr. A. McLeod, who has a hardware and implement business at Perdue, Sask., recently established a branch at Leney, Sask.

Mr. J. Shouldice recently retired from the implement firm of Bride & Shouldice, at Maymount, Sask. Mr. J. Allen has been admitted in his stead.

Brice & Lofthouse, dealers at Kelliher, Sask., was burned out in the destructive fire which visited that town the early part of November.

Mr. A. C. Emmett, who has been engaged in the automobile business in Winnipeg since its introduction into this territory, has joined the staff of the McLaughlin Carriage Co., and will handle the McLaughlin-Buick Automobile in the outside districts of Manitoba.

Mr. E. A. Mott, western manager of the Cockshutt Plow Co., recently made a trip to a number of western points in the interests of his company.

Another addition to the implement business was recently made when Mr. W. H. Lockerbie started an establishment at Loreborn, Sask.

Mr. A. H. Penner, dealer in farm implements at Niverville, has been succeeded by Penner & Crews, who will now carry on the business.

Shaw & Brown, partners in an implement and lumber business at Minnedosa, Man., recently dissolved their partnership. Mr. A. W. Shaw will continue the implement business.

Mr. H. W. Hutchinson, General Manager of the John Deere Plow Co., recently made a trip through the west visiting the branches of his company at Regina, Saskatoon, Edmonton and Calgary.

A firm to be known as Martin & Kerr recently bought out the business of Roycroft & McGregor at Lanigan, Sask. This concern has a particularly fine warehouse and make it a point of carrying an up to date stock.

Mr. E. Ellwood, of the Empire Cream Separator Co., recently left the city on a visit to the eastern office of the company in Toronto, where he expected to be for a short time, after which he will proceed to New York city before returning home.

Mr. David Drehmer, assistant manager of the John Deere Plow Co., made a trip to Castleton, N.D. during October, for the purpose of inspecting and witnessing a Deere Engine gang plow in operation. He returned home enthusiastic over the manner in which it did its work.

Mr. Wm. Antliff, manager of the Melotte Cream Separator Co., called on a number of western dealers recently. During election week the warehouse of the company was broken into but nothing of value stolen. The guilty parties have not yet been apprehended.

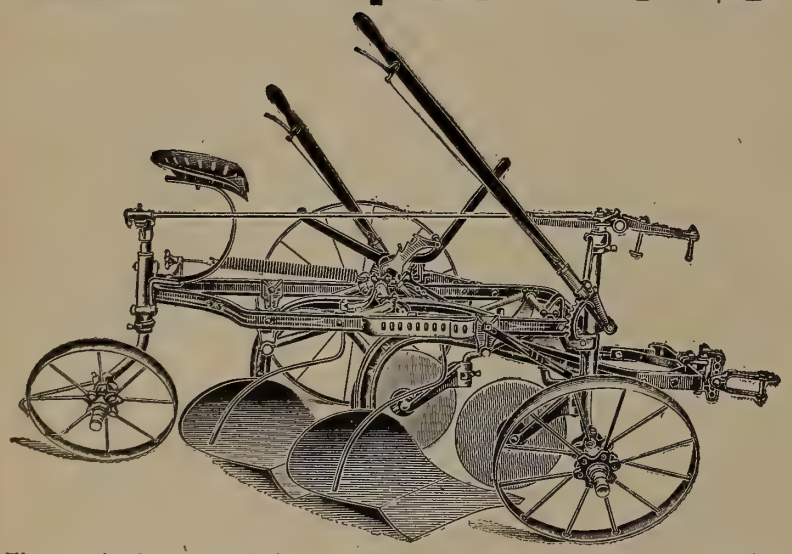
Mr. H. J. Weins, who for some time has been doing an agricultural, machinery and vehicle business at Lockwood, Sask., disposed of his business a short time ago to C. H. Bell & Co. It is understood that Mr. Weins goes to Drake, Sask., to engage in the lumber trade.

Mr S. A. Gillet, assistant treasurer of the Parlin & Orendorff Co., of Canton, Ill., was in Winnipeg for several days the early part of the month, visiting the Canadian branch of his company. It was his first visit to Winnipeg and he was much impressed with the fine appearance of the growing city.

Mr. D. L. Garrison, trade manager of the Moline Plow Co., of Moline, Ill., was in the city calling on the Canadian Moline Plow Co. about the end of October. He returned south by way of Minneapolis, where he spent a couple of days. From the latter point he went home to be in time to help to elect the next President of the United States.

Mr. C. H. Waterous, president of the Waterous Engine Works Co., of Brantford, Ont., and Winnipeg, was in the city on a visit to the Waterous branch of his company. He intended to visit the Crow's Nest before returning east. Mr. Waterous, it is under-

New Eclipse Plows



Then again the "New Eclipse" has a combination Foot Lift and Locking Lever.

This gives perfect control of the Plow in entering ground, and make it very easy to raise out. That helps the sale.

You can also turn to right or left and there is no strain on team or pole

Of course, the wheels attract your customers' attention. Their construction is different, and the advantages are seen at once. They have long distance Magazine Axle Boxes also.

Just to remind you again—there is no cast iron used.

How about your contract for 1909? You can make money out of

"The Perfection of all Riding Plows"

MADE BY

FULLER & JOHNSON MFG. CO., Madison, Wis.

The Stewart-Nelson Co., Ltd.

WINNIPEG, Man.

Deering and McCormick Disk and Shoe Drills

The great value of the Deering and McCormick drills in sowing grain is that they deposit the seed uniformly, cover it properly, thus protecting it from frosts and ensuring an even stand. The dealer who handles the Deering or McCormick drills can always feel assured that he is selling a machine that puts the seed in the ground in the best possible manner to produce a good crop.

The great advantage of the Deering and McCormick drills is that the single disk, double disk and shoe drills are interchangeable. There is no question but that double disks are superior in muddy fields, single disks in hard and trashy ground, and shoe drills in well prepared and mellow seed beds. Any of these styles of drills can be changed into either of the other two by putting on either of the other two styles of markers. By doing this the purchaser will have a drill for all conditions of ground—hard and dry, trashy, muddy, or a well-prepared seed bed.

Write the nearest branch house for catalog and information concerning terms and territory.

Western Canadian Branch Houses:

Calgary, Alta., Regina, Sask., Winnipeg, Man., Edmonton, Alta., Saskatoon, Sask., Brandon, Man.

International Harvester Company of America,

Chicago, (Incorporated) **U.S.A.**

stood, is well pleased with the outlook, and his company are making preparations for handling a bigger western trade in 1909 than they have ever had in the past.

Mr. Harry Whitehead, general manager of the Brantford Carriage Co., of Brantford, Ont., was in the city for a few days during the middle of last month. He was here for the purpose of looking into trade conditions, and in order to get a line on the collection prospects for this season. We understand that he was well satisfied and is looking for a greater volume of business in the West in the future than he has enjoyed in the past.

Mr. J. A. Hollowell, sales manager for the Winona Wagon Co., of Winona, Minn., spent a couple of weeks in Western Canada since our last issue went to press. While here he made several trips over the different roads leading to western points, being accompanied by travellers of the Parlin & Orendorff Canadian Plow Co. This concern recently secured a contract for the handling of the Winona Wagon in this territory.

Mr. T. J. Storey, president and general manager of the Canada Carriage Co., of Brockville, Ont., was in the city for a couple of days the latter end of the month. Mr. Storey was on his way home from a visit to coast cities, and other points in the west. While here he was the guest of the John Deere Plow Co. who handle his line in Western Canada. He intended visiting a number of southern and eastern points before going to Brockville.

Mr. M. O. Hedley, of the firm of Hedley & Bell, Brandon, was in the metropolis for a couple of days immediately after the elections. Speaking of collections he stated that the elections had resulted in a falling off in receipts but expected that returns would pick up from the first of November. Mr. Hedley is looking to a good demand for the Davis Sewing Machine during the coming year, and is making every preparation to take care of it.

Among the most recent additions to the many handsome buildings in the growing city of Saskatoon is one recently erected by the well known implement and vehicle firm of Soldon & McLaughlin. This is a four storey building of an exceedingly neat design. The firm will occupy the second and third floors, while the Oddfellows Hall will be located on the top storey A concern known as The Capital Building Co. will have their headquarters in the basement. We congratulate the owners on their enterprise.

The trade of Western Canada will be glad to know that Mr. J. J. Bugee, who was for so long manager of the Canadian Moline Plow Co. here, has been appointed manager of the collections department of the Moline Plow Co., with headquarters at Moline, Ill. Mr. Bugee has been connected with this firm for a considerable number of years and is one of the most appreciated of their servants. Among members of the wholesale and retail trade of this territory Mr. Bugee was much respected, and we know that all will join in with us in extending him congratulations on his latest appointment.

The Petrie Mfg. Co., makers of the Magnet Cream Separator, recently moved their Western headquarters from the Wilson Building on McDermot avenue to 181 and 183 Bannatyne avenue, east. This location will give the company additional facilities for looking after their growing trade. Mr. Thos. Petrie, western manager of the company, recently returned to the city from a visit to the head office and factory of the company at Hamilton, Ont., where he went for the purpose of placing estimates, etc., for the coming year's business. Mr. Petrie is very sanguine over the outlook and expects to do a big trade in Magnets before this time next season.

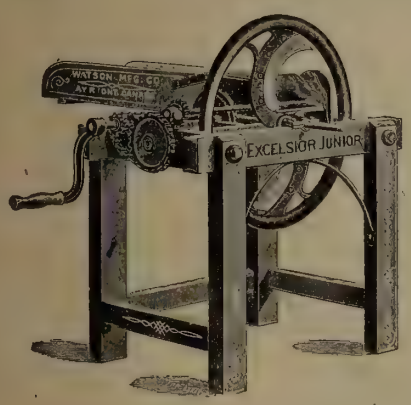
The Western Stooker Company is the name of a new concern recently incorporated under the laws of Manitoba, having its headquarters at Brandon. This concern will engage in the manufacture of the stooker which has been exploited by Mr. Geo. H. Smith, of that city, during the last two seasons, particularly the one just over. Among those interested are Mr. J. C. B. Inkster, of Frost & Wood Co., at Brandon, Mr. A. R. McDiarmid, Mr. Geo. R. Smith and a number of other residents of the Wheat City. The capital stock of the company is $5,000 divided into 500 shares at $10.00 each.

Mr. Norman S. Jones, president and manager of Canadian Bearings, Limited, of Hamilton, Ont., recently returned from an extensive trip through this territory. His firm are the manufacturers of the Taper Roller Bearing Axle for use on all classes of vehicles from the

Continued on page 18.

Watson's Excelsior Feed Cutters

are demanded by the Western Trade.



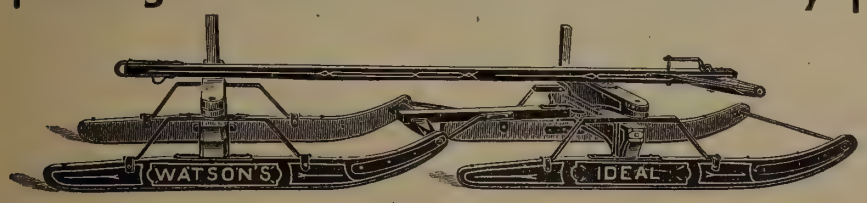
WHY?

Because Built for Work. Seasoned Hardwood Frame. Heavy Iron Bracings. Malleable Iron parts where extra strain. English Steel Knives. Chain or Gear Drive. For Hand or Power use. With or without pneumatic feed elevator.

Seven Sizes in Stock

WRITE US NOW

Sleigh Orders Filled Immediately



Watson's Sleighs are the most durable, lightest running, strongest, and best finished. Fitted with our special design cast shoeing. Equipped with patent trussed bench, will not sag or break. Prices right.
"No one can give you a better deal."

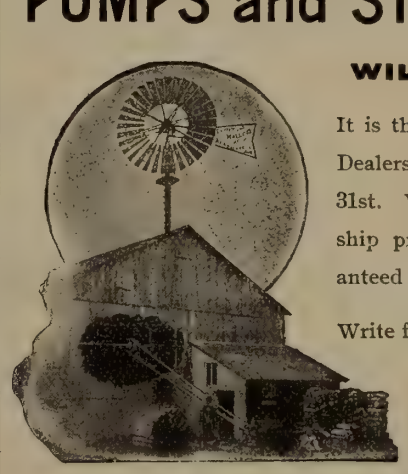
John Watson Mfg. Co. LIMITED — WINNIPEG, MAN.

Mr. DEALER—CASH TALKS

Cater's Special Offer on

PUMPS and STAR WINDMILLS

WILL SAVE YOU MONEY



It is the **Best Offer** ever made to the Dealers in the West and is good until December 31st. We have a large stock on hand and can ship promptly, all our goods are fully guaranteed and will give your customers satisfaction.

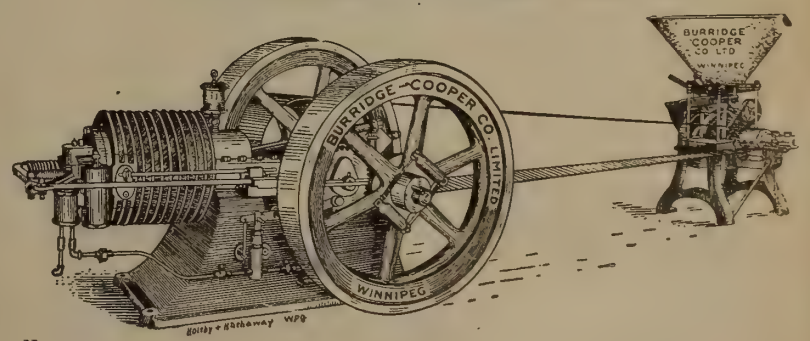
Write for our Special Offer to-day, if you have not received it.

CATALOGUE FREE

BRANDON PUMP AND WINDMILL WORKS

Dept. D BRANDON, MAN.

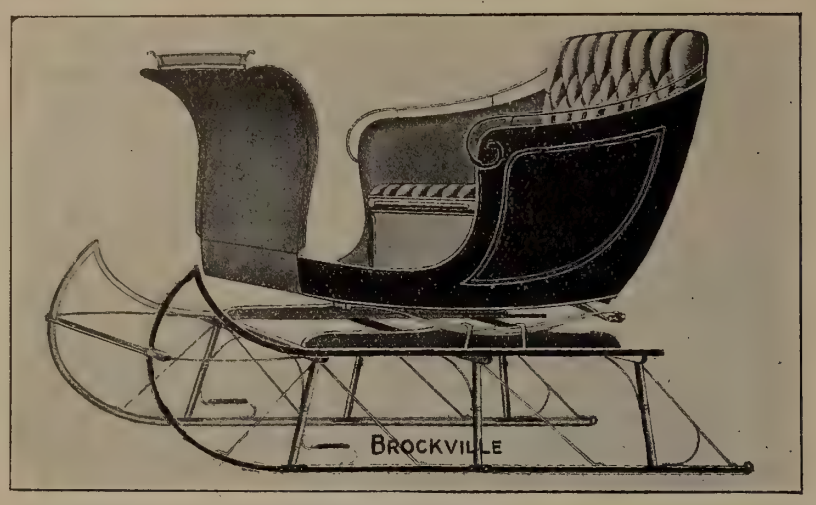
BURRIDGE-COOPER AIR-COOLED GASOLINE ENGINES.



No water to freeze. No oil to leak. No bursting of cylinders. No water tank. No complicated air fan with our patented air cooling device, it keeps the cylinder as cool as can be kept by water or oil. Every engine fully guaranteed. Dealers interested should write for catalogue and price list

BURRIDGE-COOPER CO., 156 Lombard St. Winnipeg.

Brockville Line of Buggies and Cutters



No. 210 SPRING PORTLAND
The above cut shows one of thirty-two different styles we carry in stock at Winnipeg and all our Branches.

Have the following points of Merit:—

GEARS—

XXX hickory knees and beams.
Steel braces and steel channel shoes.
Shifting rod on detachable bar shafts.

BODIES—

White ash frames.
Three-ply dash, back and side panels.
Panels glued and screwed to frame.

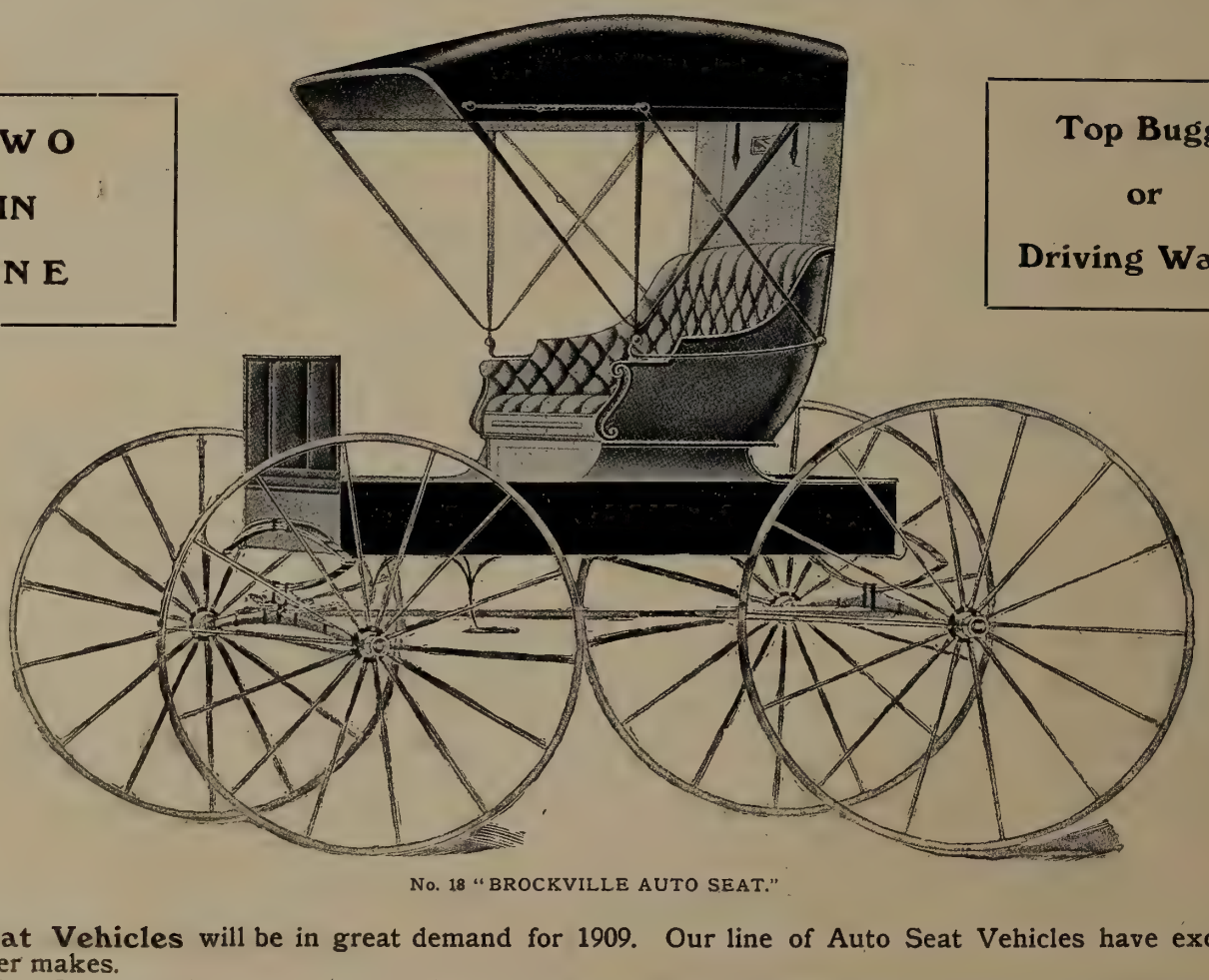
TRIMMING—

Best grade plush or wood dyed cloth.
Spring backs (removable).
Spring cushions.

Nickel Plating on Brass. ***Guaranteed Not to Rust.***

Brockville "Auto Seat" Buggies are Right

TWO IN ONE



Top Buggy or Driving Wagon

No. 18 "BROCKVILLE AUTO SEAT."

Auto Seat Vehicles will be in great demand for 1909. Our line of Auto Seat Vehicles have exclusive features not found in other makes.

All Auto Seat Top Buggies are made with detachable top, can be used for Driving Wagon or Top Buggy.

The above cut shows one of our seven Auto Seat jobs in our line, consisting of 155 different styles of Vehicles.

Vehicle Catalogue No. 36 and Reindeer Catalogue "A" now being sent out, if you have not received them write us.

JOHN DEERE PLOW CO. LTD.

WINNIPEG

REGINA **CALGARY** **EDMONTON**

NEW-DEAL WAGON

NEW-DEAL WAGON.

NEW-DEAL WAGON—is made of air-seasoned lumber.
NEW-DEAL WAGON—is equipped with double collar skein
NEW-DEAL WAGON—skeins are dust-proof, therefore will hold grease longer and run easier than other.
NEW-DEAL WAGON—skein is heavier; bell is longer and larger, taking in more axle.
NEW-DEAL WAGON—has riveted grain cleats (not nailed or screwed).
NEW-DEAL WAGON—has reinforced bottom both front and rear.
NEW-DEAL WAGON—has clipped gear both front and rear.
NEW-DEAL WAGON—has a box that is flax tight.
NEW-DEAL WAGON—is extra well painted, striped and finished
NEW-DEAL WAGON—possesses a great many distinctive features of merit.

Van Brunt Single Disc Drills

Revolutionized Seeding Methods in the North-West.

The First Drill with Closed Delivery.

All the Seed is conducted to the BOTTOM of the Furrows and not lifted out by upward turn of Discs.

The First Drill with Long Distance Bearings.

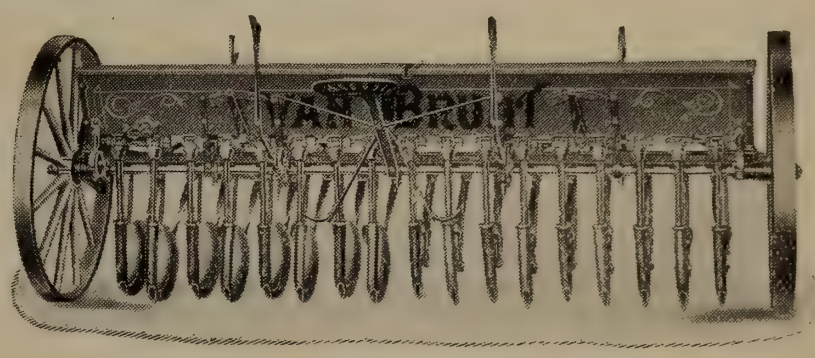
One or Two Oilings a season are plenty. Warranted not to wear out.

The First Drill with Tilting Levers.

Drill is always in Perfect Balance. **No Neck Weight.**

The First Drill that did not Clog.

Gumbo or Trash have no terrors—**WHY?** **(1) Closed Delivery. (2) Drag Bars on Concave Side of Discs. (3) Perfect Fitting Scrapers.**



Made in sizes 12-14-16-17-18-20-22-24. Single and Double Disc or Shoe—Interchangeable.

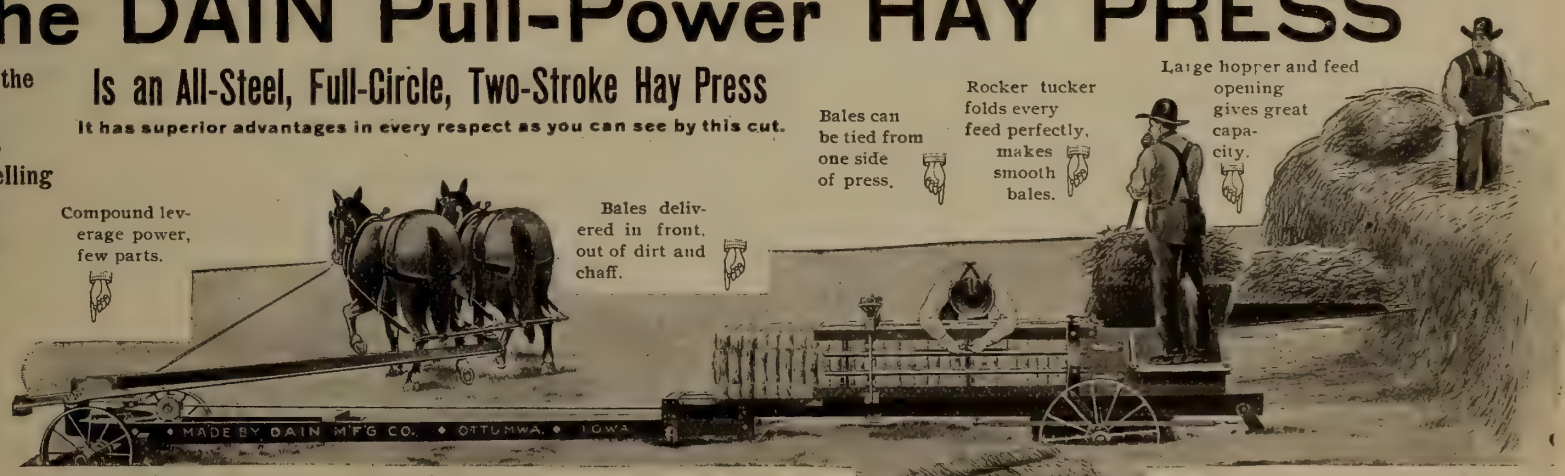
THE ONLY DRILL that combines all the essentials for Good Work in all kinds of Soil and Weather.

The DAIN Pull-Power HAY PRESS

Secure the Agency for this Easy Selling Money Making Press

Is an All-Steel, Full-Circle, Two-Stroke Hay Press

It has superior advantages in every respect as you can see by this cut.



Compound leverage power, few parts.

Bales delivered in front, out of dirt and chaff.

Bales can be tied from one side of press.

Rocker tucker folds every feed perfectly, makes smooth bales.

Large hopper and feed opening gives great capacity.

Pneumatic cushion. No heavy rebound or jar.

Low bed reach. No pitman for team to step over.

Smooth, square ended bales, the kind that pack close in cars.

No toggle joints or complicated parts.

Set it at the center of stack. Save one man's wages every day.

John Deere Plow Co. Ltd.

WINNIPEG

REGINA **CALGARY** **EDMONTON**

Continued from page 15.

ordinary buggy to the heavy truck. This was his first visit west of Winnipeg, and he took in all the principal points between here and the Coast, calling on the larger vehicle jobbers only. Mr. Jones was delighted with his tour, and informed us that prospects for business in his line in this field were better than anticipated. The trade will be interested in knowing that practically all the Canadian carriage manufacturers are showing this bearing in their catalogues this year.

Mr. J. P. Minhinnick, who was recently appointed assistant manager of the Frost & Wood Co. here arrived in the city from Calgary the early part of November. We have had a call from him and found that our reports from Sunny Alberta as to his proverbial geniality were no exaggeration. In welcoming Mr. Minhinnick to Winnipeg we wish him all sucoess, and we bespeak for him a hearty reception from members of the wholesale implement and vehicle trade.

Mr. Frank Cockshutt, president of the Cockshutt Plow Co., of Brantford, Ont., was in the West for a considerable period during the past month. Mr. Cockshutt was through on a visit to Pacific Coast cities, returning by way of the Crow's Nest, it being his first journey through that section of country. He was amazed at the development that has taken place along that route. Discussing conditions Mr. Cockshutt considered prospects most satisfactory and the outlook for future business exceptionally bright. When he was in Winnipeg he was the guest of Mr. E. A. Mott, Western Manager of the firm

Mr. E. Ellwood, one of the joint managers of the Empire Cream Separator Co., here, recently returned from a trip to Chicago, where he was attending a meeting of the principal officials and branch house managers of the company. This convention was called for the purpose of discussing trade conditions throughout the country, and with a view to outlining a definite trade policy for the coming season. A short time ago the company moved their head office from Bloomfield, N.J., where their factory is, to Chicago. This gives them better facilities than they have hitherto enjoyed for looking after western business. Mr. Ellwood reports splendid prospects for the Empire Separator next year.

Mr. P. W. L. Briar, manager of the Stewart-Nelson Co., visited a number of Manitoba points during the closing days of last month.

The trade will be glad to learn that Mr. Joseph Maw, president of the Joseph Maw & Co., who went south about six weeks ago on account of ill health, is back home once more in a very much improved condition. During the time he was away Mr. Maw took advantage of the opportunity and visited a great many of the leading automobile houses of the country, and has a fund of new ideas for the benefit and convenience of the up-to-date motorist. Remarking on the trade outlook over the border he stated that there was growing optimism among all classes, and business men were satisfied next year would be a profitable one, both for the agricultural implement and vehicle makers as well as those manufacturing automobiles. We sincerely trust that Mr. Maw's recovery is permanent.

Mr. Frank J. Waterous, vice-president of the Waterous Engine Works Co., of St. Paul, Minn., was in Winnipeg on a brief visit the earlier part of November. Mr. Waterous was a former resident of this city, having spent several years here prior to 1888. He made his last visit here in 1900, since which time vast changes have taken place in the Gateway City. To say that he was amazed at the development that has taken place in that time is expressing it mildly. It was always his opinion that Winnipeg was destined for great things in the commercial world with the settlement and populating of what are now the three prairie provinces, but that such should go so speedily attained he did not for a moment imagine. While in the city he called on many old timers, friends of former days.

During October and November, Senator L. Melvin-Jones, president and general manager of the Massey-Harris Co., made a trip of inspection and prospection through the West. On the entire journey he was accompanied by Mr. C. H. Whitaker, manager of the Manitoba branch. Leaving Winnipeg they went over the Grand Trunk Pacific to Wainwright, and then back to Earl, and from there over the Canadian Northern to Saskatoon and Edmonton. At Saskatoon the party were joined by Messrs. Geo. Forsyth, and W. G. Hunt, of the Saskatchewan and Alberta branches respectively. These gentlemen travelled over considerable of their own territory with Senator Melvin-Jones. Mr. H. Aird, manager of the Saskatoon branch of the company, also made a short journey with the private car. On leaving Edmonton the party proceeded to Calgary and then down to McLeod in Southern Alberta. Subsequently they went to Fernie, B.C., over the Crow's Nest Railway, and then came back to Southern Alberta, visiting Raymond, Magrath, and other points through the sugar beet country. On the return journey a trip was made over the new extension at Moose Jaw to Tugaski, and then on to Regina. After a brief visit at this point the visitors went back to Moose Jaw and down the Soo Line to Estevan, eventually coming into Winnipeg via Souris. Senator Melvin-Jones was feeling much elated over prevalent conditions, which he considered greatly improved since his last Western tour. Mr. Whitaker also stated that the outlook gave every evidence of a splendid season during 1909.

Among the prominent members of the agricultural implement and vehicle business who visited the city since our last issue was Mr. John Marshall, of Maybole, Scotland, head of the firm of Alexander Jack & Sons. At the present time Mr. Marshall is making a tour of the world accompanied by his daughter. While here he was the guest of the Cockshutt Plow Co., whose line he handles in the "land o' cakes." It is about fifteen years ago since Mr. Marshall first introduced Cockshutt plows into Scotland during which time he has sold many thousands of them. It is largely through his suggestion that the Canadian house has been successful in building up a profitable trade in a line which the manufacturers have made perfectly satfactory and thoroughly adaptable to the needs of the Scottish farmers. Mr. Marshall has been engaged in the implement business for forty-five years. He has made many trips to this side of the Atlantic, his last visit west being made during the occasion of the St. Louis Exposition. Mr Marshall has been prominently connected with public life in the old country for over forty years, and has occupied many positions of trust and honor. Prior to leaving on his trip around the world he was entertained to a complimentary dinner by representatives of the Scottish trade. While in Winnipeg he was the guest of Mr. E. A. Mott, western manager of the Cockshutt Plow Co. After leaving here he went to Regina, Calgary and Edmonton, from where he will go to Vancouver to sail for Australia.

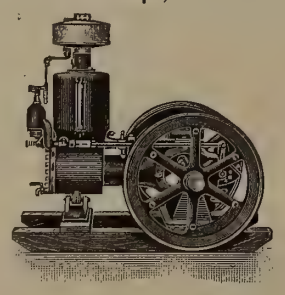
64 Bushels of Wheat to Acre.

Macleod holds the record now of the largest yield of fall wheat per acre of any district of Western Canada. C. Nathe, who resides a few miles south of Macleod, reports that he has 60 acres of land which have just yielded a crop of 3,700 bushels of fall wheat. The wheat weighs 63 pounds to the bushel, which makes a yield of 64⅔ bushels per acre.

FIRST CLASS GOODS for Up-to-Date Dealers

ARE THE

Famous Canadian Airmotors,
Stickney and Kinnard-Haines Stationary,
Portable and Traction Gasoline Engines,
Kelly & Taneyhill Well Drilling Machinery,
Toronto Grain Grinders,
Saws and Pumps,



Alymer Farmers' Wagon and Stock Scales,
Rife Hydraulic Rams,
Tanks and Troughs in Steel and Wood, all sizes.
Horse Powers, Tread Powers, Feed Cutters,
Village Fire Engines.

Get our latest Catalogues and Lists, also our 1909 Contract.

ONTARIO WIND ENGINE & PUMP CO.,

LIMITED,
WINNIPEG, Man.

It's the 'White'

Sewing Machine Agency you want--for it has exclusive features not found in any other machine. It is not sold to Catalogue houses. It is built of the finest materials and has dozens of talking points not found on any other machine.

OUR PRICES ARE RIGHT. AGENTS WANTED.

The Harmer Implement Co. **Winnipeg.**

Regina.

Weather conditions which, on the whole, were very favorable for harvesting the crop continued to be almost ideal for threshing. The grain was in splendid condition and the straw was not particularly heavy. Threshing started so early that the threshing machine men had the benefit of the long days of September and some wonderful records were made. I know of cases where a gang pulled in at the end of the season's work having only lost from one to two days work during the whole of threshing, and one man who threshed about twenty-five thousand bushels for himself and a few small amounts for his neighbors, only lost half a day all through. It can readily be understood that the outcome of this was a grain blockade in some districts. It could hardly have been otherwise. The grain was threshed rapidly, the roads were first rate for hauling and the grain fairly poured into the elevators. It would have been wonderful indeed if the railway companies could have quite kept pace under these conditions. And we should not be quite happy in this country without a little annual growl about grain blockade and car shortage, it gives our publicity commissioners an opportunity of enlarging upon the fine crops we have throughout the west, and can be largely exploited for advertising purposes.

There is at the present time some real cause for complaint at certain points. One point especially I know of where they have had only ninety cars so far this season and there are at the present time one hundred and eighty cars on the order list. At this point the elevators are not full and the railway companies decline to recognize a car shortage unless the elevators are full. There is in many places a difference between track and street prices of from ten to sixteen cents and this is certainly not as it should be. I do not think that there are many people who think that the Grain Act has worked out satisfactorily in the west. It has tended to tie the hands of the railway companies and has not been of much real benefit to the farmer, but this is dangerous ground to tread on and I had better cut short my remarks before I get out of my depth.

Reports on collections are fairly satisfactory on the whole. The money came in rather faster at first than it has for the last month, partly due to lack of cars at certain points. This has been felt a good deal along the Soo line, where the the crop was very satisfactory, but collections have been slow from this district for the last month. Some of the farmers in the country to the north-west of here are holding their wheat awaiting the completion of the Canadian Pacific Railway's branch to Outlook which will be a shorter haul for them than taking it over to the Prince Albert line of the Canadian Northern as they have done in the past. The collection managers estimate that collections should amount to from sixty to seventy per cent. for the whole Province. There are certain districts where they will go as high as ninety per cent., but there are others where they will fall considerably below the average. There are many reasons which will contribute to this most of which have been mentioned in earlier reports, a little hail in one place, a touch of frost in another and lack of moisture in other districts, the latter especially in the country to the north of here. Taking everything into consideration neither the farmers nor the implement dealers will have very much to complain of if collections run up to about seventy per cent.

Last week the Canadian Northern Railway inaugurated a regular service on their Brandon-Regina line. This is for the present to consist of a tri-weekly mixed passenger and freight service, leaving Regina on Mondays, Wednesdays and Fridays at 6.45 o'clock and arriving at Brandon at 22.40 the same days; from Brandon on Tuesdays, Thursdays and Saturdays leaving at 6.45 o'clock and arriving in Regina at 21.32 the same days. This will be a great convenience to merchants and others residing along the new line and incidently will open up yet another district tributary to Regina. The fast passenger service on this line will probably not be established until next June. Mr. Geo. H. Shaw the General Traffic Manager also announced that a special rate of $4.50 on coal from Port Arthur to Regina would come into effect on Nov. 10th. This is a reduction of $1.00 per ton and will tend to increase the sales of Pennsylvania coal considerably.

Mr. F. Cockshutt, President of the Cockshutt Plow Co., of Brantford, and Mr. E. A. Mott, Western Manager at Winnipeg, were in the city last on a visit of inspection to the company's Regina branch. Mr. James Adams of the Adams Wagon Co., of Brantford, also accompanied them.

The Canadian Northern Railway opened a commercial telegraph office here the middle of October.

The auction sale of farm lands held by the Saskatoon and Western Land Co. Ltd., in Regina Oct. 12 to 17 was not a great success. There are many reasons which might be attributed one of which is that the eve of a United States Presidential election was not an opportune time at which to endeavor to interest capitalists from the south. The lands advertised for sale were mostly situated in the newer settled districts of the province and farmers in these districts are not as a rule in a position to comply with the conditions of the sale, namely a cash payment of $3.00 per acre. One lesson which may be learned from the result of this sale is that speculation, for the present time at any rate, is a dead issue in Western Canada, and that this is a matter for congratulation as far as the ultimate welfare of the country is concerned we think admits of no doubt. This applies not only to farm lands but also to city property, the sales that are being made in either direction are being made in the one case to farmers who intend to improve the land and in the other to men who intend to build on the property purchased.

Work is being rapidly pushed ahead on the C P.R. Regina-Bulyea branch in the neighborhood of Craven.

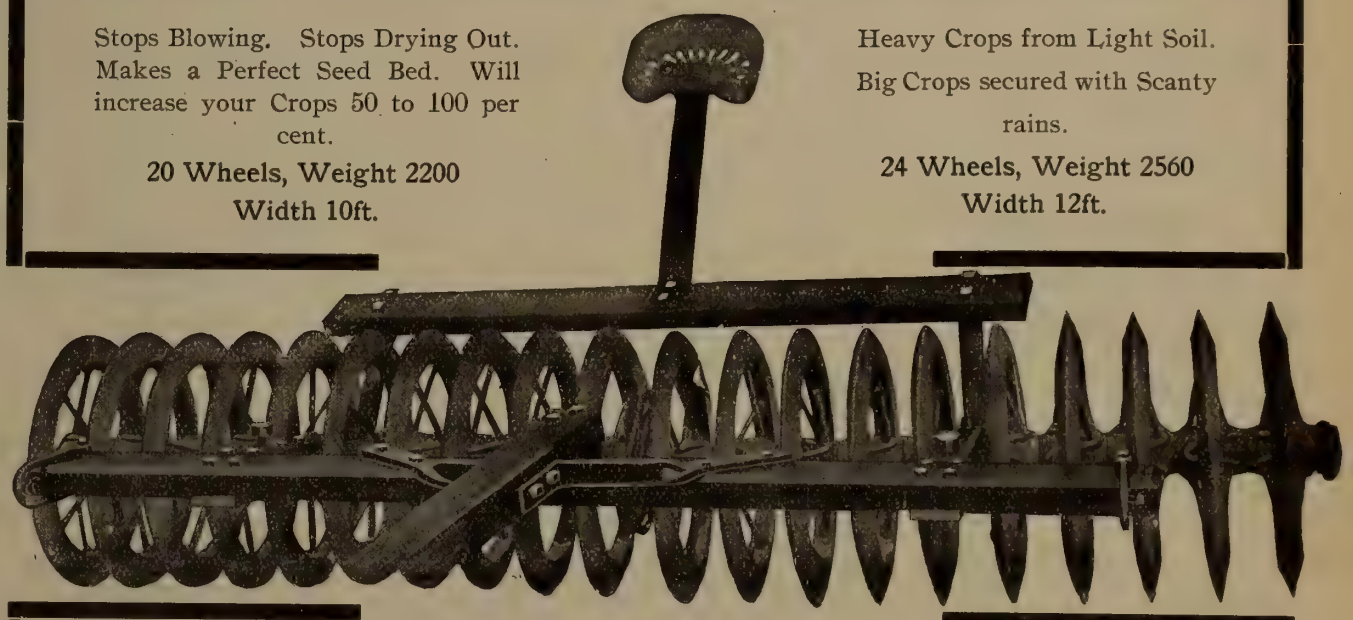
The Improved Brandon Sub-Surface Packer

Stops Blowing. Stops Drying Out. Makes a Perfect Seed Bed. Will increase your Crops 50 to 100 per cent.

20 Wheels, Weight 2200
Width 10ft.

Heavy Crops from Light Soil. Big Crops secured with Scanty rains.

24 Wheels, Weight 2560
Width 12ft.



THE IMPROVED PACKER has been designed to meet the requirements of up-to-date and progressive farmers. It is made with 20 and 24 V shaped wheels or discs, these being so constructed as to give them a greater penetration and a firmer packing of the sub-surface soil than any other packer in the West to day. The wheels are fitted in the hub with octagonal shaped bushings so that instead of discarding the wheel when worn the bushing can be replaced at small cost, when the machine will be equal to new. The improved is also in two sections each of which is controlled by a ball socket, this being to allow each section to conform to the lay of the land thereby ensuring the proper packing of every inch of sub-surface soil. ¶ We claim that the Improved Brandon Sub-Surface Packer will practically last the farmer a life-time and it will increase his crops 50 per cent. and more. Write for prices.

MANUFACTURED BY

THE BRANDON MACHINE WORKS CO.

LIMITED

BRANDON - - - MANITOBA

Collections: The Subject of Trade Subjects.

By F. J. Hopkins in Farm Implements.

The annual pay day for the great north-west is again here. We have all anticipated its coming, full of hope. We have all done an extensive credit business, watching and anxiously awaiting the result of maturing crops, and now that this waiting and watching is over, and we are rewarded for our faith by a kind Providence with a bounteous harvest and the prospects of generous prices for all products of the farm, which is the foundation of our prosperity, I would ask if you are prepared to take the the fullest advantage of the splendid opportunities offered for making your collections this fall?

And if not, why not?

The combination of good crops and high prices this fall is exceptional, and with proper methods and persistent effort, insures the most satisfactory collection results, and an opportunity for general debt-paying not enjoyed by us in many years; and I assume it is a real joy for all of us to be able to pay our debts. It should tend to make glad the heart of every man doing business in the north-west; money should be plentiful and we should fully recover before the close of the year from any slight depression experienced by last fall's disturbance, and the thought that the conditions which now prevail lay a new and safe foundation for at least next year's business, should inspire every man to renewed energy and hope and compel great confidence in the future.

It is the purpose of this article to offer some suggestions that may be helpful to the reader in making his collections this fall. For many years the wholesalers have realized the value—and now the necessity—of method and system in their business, and have spent enormous sums in perfecting and rounding out plans not only to save labor, but to give the greatest efficiency of service. Establishments have been divided into departments, and again sub-divided, making men specialists and scientists in their respective branches with most beneficial and profitable results.

Small houses cannot do this, nor is it necessary; but they can and should install certain methods and a simple system of conducting their business that is absolutely necessary to insure success, and in doing so, not feel that the time thus devoted is wasted or unprofitable, for such is not the case. I believe that one of the prime causes of so many financial demises is the lack of any system or plan until the victim is engulfed and completely submerged under the wreckage of his own neglect or ignorance.

You should first adopt one of several good, simple systems of bookkeeping, quick of reference and not cumbersome, but comprehensive enough at all times to show the condition of your affairs. These records should be daily kept up so that you can render the account a customer owes you on request, without asking him to wait while you examine the day-book or memorandum files. I know how many say it cannot be done, but it can; and it is of as much importance to your ultimate success as the sale of goods. These books should be so arranged as to admit of comparisons, that you may put on extra steam if you find that under the same conditions you are not making good on your sales. Time given this subject and acting upon the sugestions that come to you, or the adoption of systems now in use, will bring you a reward beyond fondest expectations in profit and a certainty that you know your business and are able to get the fullest results therefrom.

Let us begin at the beginning of a credit transaction and see if we do or can do anything to aid the collection of the account. When a customer applies to you for credit, what do you say? "Sure, Mike?" And place his name on your books. I fear that all too often this is the case, which brings forth the frequent remark: "Credit is easy," and so are you. Wouldn't this be an improvement: "I am glad to accommodate you with any account, how long time do you require for its payment?" And when he states, if it meets with your approval, let him plainly understand that you will be looking for your money as promised. Make a memorandum of it that will come to your notice at the time his promise should be kept, and get your settlement. Accounts so opened will be paid, while the "Sure, Mike" ones will still remain owing. It is of great importance to start a man right. It is of untold value at collection time. Be definite. Let them know you consider it granting a favor to enjoy credit with you. Make them view their supply purchases as the bank does its cash. And do not say it can not be done, for many a good man is doing it every day.

The next step in an account so contracted is when they fail to pay as agreed, and if for good cause payment must be deferred, by all means close the open account into a note and obtain interest thereon, so insuring your profit as per the original trade made. Almost every man will pay a note before an open account—hence, it is of prime importance to close open accounts into paper, not only insuring easier collection, but cutting out all chances of dispute, deriving the proper carrying charge for accommodation given, and fixing a definite time for the payment. When a merchant shows in his annual statement that his outstandings are largely closed into notes, I conclude at once that he is a live man and giving his collections proper attention. When they are in open accounts I have no such confidence

"The early bird gets the worm" possibly applies in no fuller measure to any circumstance than fall collections in the northwest, where we have one pay day a year, so to speak, and when the opportunity for making good is gone, it has passed for twelve months. The crop pays the debts very largely, and when exhausted and you have not collected, you wait for your money, as you well know. Therefore, the conclusion is: Be at it early and late. Do not let any man in your own town be ahead of you, and do not permit him to have his ammunition in better shape for firing at the right man. Do not spend your time watching for the customers who you know will come in and settle anyway, but be after the slow ones, the scaly members, the man who has kept you guessing all through the summer. Have these accounts with you all the time so that you can refer to them at once.

Do not be afraid to ask, insist on, and collect what is due you. Many merchants fear a loss of trade by demanding their due, and in the end appear in the bankruptcy court. Clean books with the collections well made are the best business getters any merchant can employ. Often you have noticed a man who is owing you going elsewhere to buy and paying cash for purchases, while if you would balance your books closing his account, he would come and trade with you.

For twenty years I have listened to all kinds of arguments why a man cannot collect. During that time it has been my observation that about the only ones who make a success of business do collect, and in time get on a discounting basis, and the road from there on is smooth. It requires determination, persistence and watchfulness. Let nothing stand in the way of your work on collections the last two months of the year. Do not permit anyone to call you but half a business man, a mere peddler of goods; but claim your own, pay your debts and join the class of men who sleep nights and accumulate something for the proverbial "rainy day."

THE NORTH-WESTERN LINE
$40
Round Trip to
Eastern Canada
Tickets on sale December 1st to 31st Good for return three months from date of sale.
In connection with Atlantic Steamship Excursion Tickets on sale from November 21st. Good for 5 months.
The Best Service, Finest Passenger Equipment in the world will be found on the
North-Western Line
Minneapolis, St. Paul to Chicago
Four Fine Fast Trains Daily
For Special Canadian Excursion Pamphlet and any information desired abont rates, time of trains, etc. write to
GEO. A. LEE
General Agent
205 McDermot Ave.
WINNIPEG
THE NORTH-WESTERN LINE

Canadian Manufacturers in Annual Convention.

On September 15th, 16th, and 17th, the Canadian Manufacturers' Association held their thirty-seventh annual convention in Montreal, delegates being present from all parts of Canada.

Among the most important steps taken by the Association was the voting of $5,000 towards the expenses of a commission to be appointed by the provinces for the purpose of investigating the systems of technical education in force in other countries.

The Commercial Intelligence Committee in their report showed that for the first time in fourteen years imports of merchandise show a falling off, from $342,674,271 in 1907 (twelve months ending May) to $333,014,358 in 1908. Purchases of domestic merchandise have also reflected the retrenchment felt on all sides, and producers in consequence have been compelled to give more attention to the development of an export trade. In this they have made some progress, the returns showing foreign sales of $260,619,002 in 1908, as against $249,211,351 in 1907. All departments of trade, excepting, forest and animal products, have shared in the increase. In the case of manufactured goods the gain has been approximately $3,000,000, or 12 per cent..

The following extracts are taken from the speech of the newly appointed president of the Association, Mr. R. Hobson, of the Hamilton Steel and Iron Co., of Hamilton, Ont. He said:

"Would that I were able once and for all to remove the impression, unfortunately all too prevalent, thanks to the fomenters of trouble to whom I have just referred, that the interests of the farmer and the manufacturer are antagonistic. It is unquestionably a fact that the prosperity of the one helps the prosperity of the other and that the losses of the one augments the losses of the other. The manufacturer does not attempt to refute the statement, which certain sections of the press are always giving prominence to, that the farmer stands at the basis of our national prosperity. As an Association we admit it most cheerfully, recognizing to the full our dependence upon the farmer as supplying a market for our manufactured goods. This it is which makes the policy of land settlement of such tremendous national significance. Furthermore, and I am proud to say it, we have been glad and always will be glad to go deep into our pockets to help support experimental farms, agricultural colleges or anything else which tends to better the conditions of his industry. But we do object, and object most decidedly, to the political agitator who steps in between us and tries to delude the farmer by belittling the importance of the market which we, in our turn, through the workingmen dependent upon us, are providing him for the sale of his produce.

"For what are the facts? Renowned as we have of late years become as a grain-producing country, we exported last year little more than half the 92,500,000 bushels of wheat raised in the whole of Canada, this too after making due allowance for what left the country in the form of flour. The home market consumed the balance. We raised 95,000,000 dollars' worth of oats last year, of which, including oatmeal and other cereals, we exported only 4 per cent. The home market consumed the balance. Our barley crop for 1907 was valued at $27,000,000, of which we exported 4½ per cent. Again the home market consumed the balance. Unfortunately there are no recent figures available showing the proportion of home consumption and export trade in other kinds of farm produce, but in the last census year we consumed at home 8 times as much butter, 7 time as many eggs, 32 times as much hay and 62 times as many potatoes as we exported. Canadian farmers are prosperous because, in a much larger measure than is commonly thought, they can dispose of almost all their wheat, their oats, their barley, their cattle, their butter, their eggs, their poultry, their potatoes, their vegetables and everything else that they can produce, at their own door. Every wheel that turns in Canada, every tall chimney that smokes, every dynamo that supplies power to re-create our great resources, means prosperity for the Canadian farmer, and manifold opportunities for his sons and daughters. Take away from him the towns and cities of this Dominion and you take from him a market which is of far more value to him than all others combined.

"It can be stated with an abundance of proof that the farmer of today compared with his father before him, receives a higher price for his produce, and pays less for the goods that he uses and consumes. Adequately to portray the wonderful progress of the agricultural classes of this country is a task that still awaits the statistician and the historian.

"One or two illustrations, however, will be of interest, as showing how vastly superior are the advantages he now enjoys. Thirty years ago the average binder on the farm cost $160 more than it does today; a reaper, $70; a mower, $30, and a rake $10 more than any of them does today. Side by side with this price of reduction, through the substitution of steel for wood, these implements have been made lighter, more durable, and their efficiency has been increased from 50 to 100 per cent. For a top buggy the farmer of thirty years ago paid from $175 to $250, yet what he got was vastly inferior to the buggy he can buy today for $90 to $100.

"The peculiar industrial situation of the country must be thoroughly grasped before the difficulties facing the manufacturers can receive the consideration which

Central Business College

WINNIPEG, MAN.

Write for Catalogue.

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER
TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold.
Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY **FRAZER LUBRICATOR CO.**
FACTORIES: ST. LOUIS, NEW YORK.

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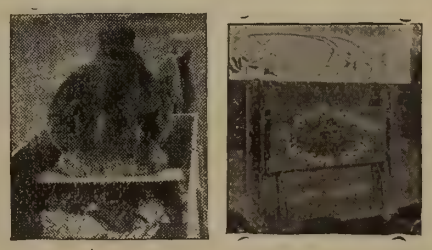
LLOYD'S
Handy Low-Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Order your wagons without seats and order your seats from us. By so doing you will make more money and give better satisfaction. Farmers will choose this seat in preference over any other every time.

Write for quotations at once to

Wawanesa Wagon Seat Co.,
WAWANESA, MAN.

Peter's Double-Cylinder Force Pumps

A five year old child can operate them in 50ft. wells.

The Best for Hand Use—because they work just twice as easy as the ordinary pump; one Plunger Rod balances the other

The Best for Windmill—because they discharge just double as much water as the ordinary pump; this saves 50% wear on **Pump** and **Windmill.**

The Best for Gas Engine — because the power required for this Pump is equally divided, making it much easier for the engine, and less wear.

The Best for Farm Purposes—because with **Hose** attached it may be used to many advantages.

The Best for House Wells — because with **Hose** attached it is a regular Fire Department.

The Best for all Purposes — because it is easy to operate, discharges a steady stream, **Durable, Simple,** and **Always Ready.**

THE WORLD'S
BEST PUMP
Made in Three Sizes.

2½-in. Double Cylinders for 1-inch pipe.
3-in Double Cylinders for 1¼-inch pipe
3½-in. Double Cylinder for 1½-in. pipe.

Write at once to
PARLIN & ORENDORFF CANADIAN PLOW CO.
Winnipeg, Manitoba.

is their due. Owing to the fact that, although the population of the Dominion does not exceed that of the city of London, and is scattered over a length of 4,000 miles, the cost of marketing goods is probably greater in Canada than in any other western country. Moreover, the home market is severely broken into by the steady importations of foreign goods."

The matter of where the next convention of the Association will be held was left in the hands of the Executive Committee.

Some Facts, Past and Present.

In our October issue we announced the purchase of the Monitor Drill Co., of Minneapolis, Minn., by the Moline Plow Co., of Moline, Ill., and which will in future be operated as a branch factory of this concern. At this time, therefore, it is opportune to briefly recall the history of the Monitor Drill Co. Its original history dates back to 1871, when Mr. S. E. Davis, its late president, founded the Van Brunt & Davis Co., of Horicon, Wis. This concern was formed on a partnership basis and continued so for several years, finally being incorporated under that name. Twenty years later the management decided to move their plant to Minneapolis, at which time the concern was re-christened the Monitor Manufacturing Co. No other changes took place until 1902 when the company was reorganized under the name of the Monitor Drill Co., with a capital stock of $1,000,000, its affairs resting in the guidance of the same hands as had controlled its destinies since the removal of the plant to Minneapolis.

The latest move in the company's history gives the Moline Plow Co. control of all the common stock held by Mr. S. E. Davis, as well as that held by most of the smaller shareholders, and consequently places the mnagement in their hands. Under the new arrangements the Board of Directors of the company consists of Mr. S. E. Davis, who is the preferred stock director, Mr. Wm. Stephenson, who is the special stock director, and the following common stock directors: Messrs. F. G. Allen, C. R. Stevens, C. A. Bannister, and L. C. Blanding, all of Moline, Ill., and Mr. E. R. Beeman, of Minneapolis. Mr. Allen is president, Mr. Stevens, vice-president, Mr. Bannister, treasurer, and Mr. Blanding, secretary of the new addition to the concern owned by the Moline Plow Co., while Mr. E. R. Beeman, for years first vice-president of the Monitor Drill Co., will be general manager of the Minneapolis factory.

Since this factory went into the control of the Moline people the force has been very considerably augmented, until now about four hundred men are on the pay roll. It is not the intention to increase the size of the plant at the present time, but changes are being made that will permit of still further increasing the force, and consequently result in a considerable increase to the output of the plant.

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Westerner Invents Canvas Tightener For Binders.

Mr. Hugh C. Darrock, of Elmore, Sask., has just been granted a patent on a canvas tightener for self-binders. The object of this invention is to provide a simple and inexpensive means for tightening carriers on binders or carrier belts on threshers, etc. Mr. M. O. Hedley, of the firm of Hedley & Bell, Brandon, Man., has secured the selling rights of this patent, but whether he will dispose of it or organize a company to manufacture the invention has not yet been definitely decided. Discussing the matter with Mr. Hedley, he informed us that this tightener had been seen and approved of by a large number of farmers in the West. This invention consists of an adjustable shaft operated by a rack and pinion, the shaft carrying the roller supporting the belt on which are the canvas carriers. By means of this rack and pinion, in conjunction with a ratchet wheel and gravity pawl, the shaft may be instantly retained in either an extended or contracted position as the operator wishes.

As examination will show, the rollers on the floor of the binder over which the carriage operates are permanently supported in stationary bearings, consequently adjustment of tightening up of slack in the carrier is impossible. With Mr. Darrock's attachment the roller close to the drive wheel of the binder is stationary as formerly, but the roller close to the carriage wheel is rendered adjustable. To the end of the usual spacing bar which passes across the platform and connects the bearings for the two rollers he has attached a shaft by means of bolts. This shaft is constructed with a longitudinal opening which is adapted to receive an adjustable shaft in such a manner that it can be freely moved backwards and forwards.

This shaft is cut away and has a rack formed at the lower side of the opening. On the outer end of the support for the extension shaft is an opening which forms a bearing for the end of the roller. To the stationary extension piece is attached a rod on which is placed the pinion which operates on the rack. The end of this rod is squared. On the outer face of the extension shaft support is a gravity pawl designed to engage with a ratchet wheel. It will be understood by our readers that the opposite end of the roller is supported by a similar adjustable shaft as described above. One ratchet and pawl are sufficient to prevent the rod from turning once it has been adjusted. In order to tighten a carrier by means of this invention it is only necessary for the operator to turn the rod. This turns the pinions, which if the direction of the rotation be correct will force the rollers at opposite ends of the platform away from one another. The tightened or adjsted position is retained by the gravity pawl engaging with the ratchet wheel.

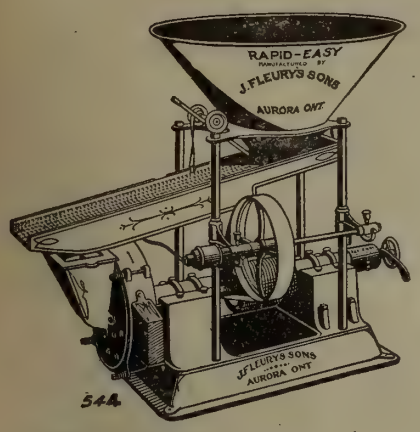
Going After European Trade.

What is to be known as a Bureau of American Manufacturers in Europe, which will have large headquarters in London, Eng., has recently been organized. The idea of the promoters is to provide American manufacturers with better facilities for getting in touch with European buyers. Samples of all kinds will be carried permanently, expert salesmen will be engaged and bulletins and reports will be issued regularly to both sellers and buyers, while a consistent aggressive, progressive advertising policy will be followed. Those behind the proposition hope to register considerable increase in European trade for manufacturers of the United States.

"The shots that hit are the shots that count." Arguments, like shot, should be concentrated; then they don't scatter.

THE FAMOUS

"RAPID-EASY" GRINDERS



The ***largest line*** made in Canada.

In ***sizes*** and ***styles*** (patterns) adapted to all powers —Tread or Sweep Power, Windmill, Gas or Steam Engine.

More work, of best quality, with ***same power*** than by any other grinders.

Construction and Finish ***perfect.***

Thousands in use and giving highest satisfaction.

The best is ***cheapest;*** an ***inferior*** machine is ***dear*** at ***any price.***

You want only the best.

This cut shows Grinders Nos. 6 (11-in.) and 7 (13-in.) Patented devices and improvements.

Especially adapted to custom work.

SOLE AGENTS FOR CANADIAN WEST

John Deere Plow Co., Ltd.,

WINNIPEG REGINA CALGARY EDMONTON

Manufactured by

J. FLEURY'S SONS AURORA, ONT.

CANADIAN PACIFIC

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Eastern Canada Excursions

Low Round Trip Rates to

Ontario, Quebec and Maritime Provinces.

Tickets on sale Dec. 1 to Dec. 31, inclusive, good to return within three months.

Tickets issued in connection Atlantic Steamship Business will be on sale from Nov. 21, and limited to five months from date of issue.

Finest Equipment. Standard First-class Sleeping and Tourist Cars on all Through Trains.

2 THROUGH EXPRESS TRAINS DAILY

THE "TORONTO EXPRESS"

Leaves Winnipeg daily at 22.10, making connections at Toronto for all points east and West thereof.

Apply to nearest C.P.R. Agent for full information.

Help the Farmers

And You

Help Yourself

EVERY dealer who handles a line of harvesting machines which will help the farmer to realise the biggest profit from his crops is helping himself, because he is building up a trade of satisfied customers. When these farmers are in the market for anything, they are going to come to the dealer who has helped them make a success.

Handle the Deering line, and every time you sell a Deering harvesting machine you are helping that farmer to get the biggest profits. You are making a friend out of a customer— that's what counts.

The Deering line is specially adapted to the Western Canadian trade. The great sale demonstrates this beyond a doubt.

Deering harvesting machines include binders and binder twine, reapers, mowers, hay rakes, sweep rakes, side delivery rakes, hay tedders, hay loaders and knife grinders.

If you are a Deering dealer you also have the advantage of carrying a stock of the best drills, cultivators, harrows, scufflers, gasoline engines, cream separators, hay presses, manure spreaders and wagons.

See the blockman in your locality or write the nearest branch house concerning terms and territory.

WESTERN CANADIAN BRANCH HOUSES:

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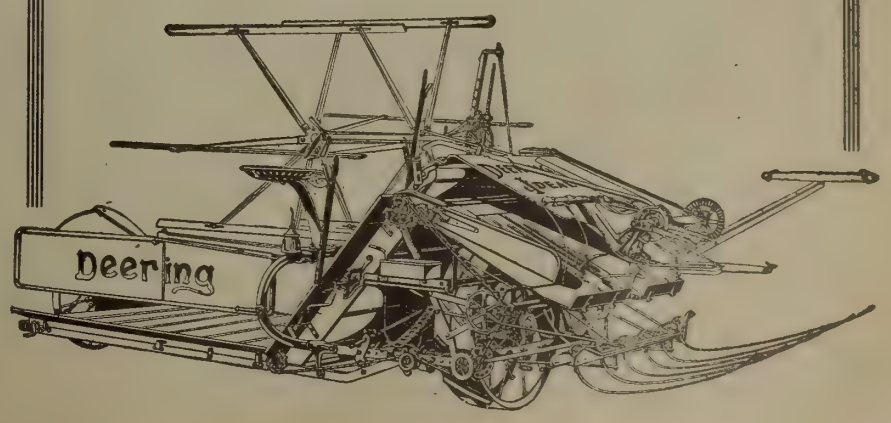
EDMONTON, ALTA.	SASKATOON, SASK.	BRANDON, MAN.

International Harvester Company of America

(INCORPORATED)

CHICAGO, U.S.A.



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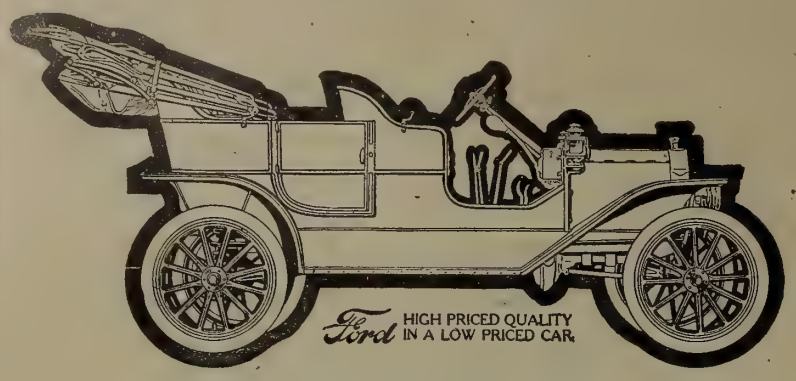

The Superb ***OLDSMOBILE***
The Dependable ***REO***
and The Speedy, Smooth running ***LITTLE FORD***
all in a class by themselves.

Brantford Cutters of all kinds,

Speeders, Quebec Carioles and Jumper Sleighs.

Joseph Maw & Co. Ltd.

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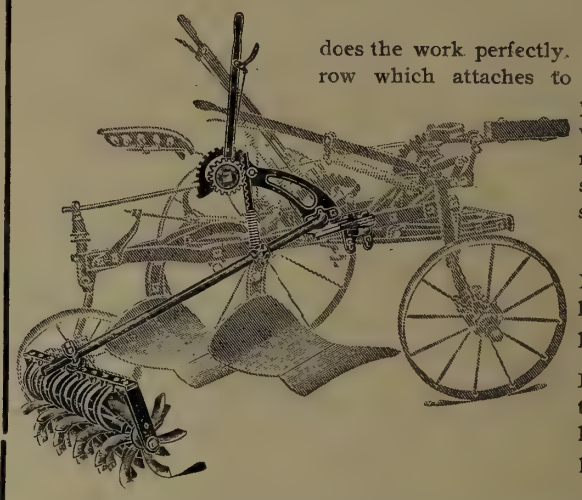
TWO IN ONE HARROW AND PLOW

Kramer's attachment makes one job out of two, and gets the land in finest possible condition by harrowing when the soil is first turned up

KRAMER'S

ROTARY HARROW PLOW ATTACHMENT



does the work perfectly. Regular rotary harrow which attaches to any gang or sulky plow. It levels, pulverizes and makes a mulch of the "moist soil," that is not possible after the ground dries and "sets."

Draft only slightly heavier—you'll be surprised to see how little.

Every farmer needs this great time and labor saver. Our proposition is of interest to the Dealer.

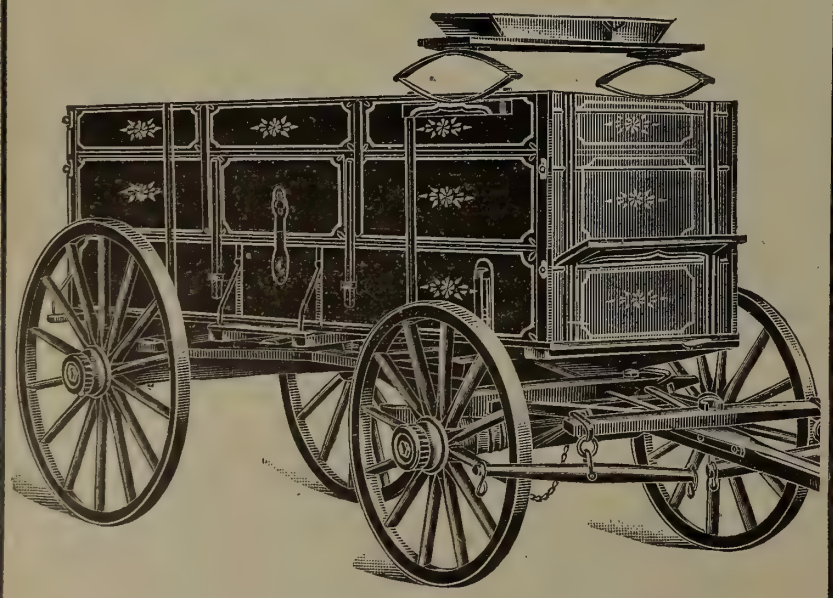
We carry stocks at Winnipeg, Regina and Calgary, and can fill orders promptly.

Write for Circular No. 26.

The E. M. Kramer Co.,

Paxton, Ill.

Wilkinson Wagons



It seems unnecessary to keep telling about the good qualities of the "Wilkinson," as everyone that handles them know them so well.

But, if you are not selling them, we want you to know about these points. Then we will have your business.

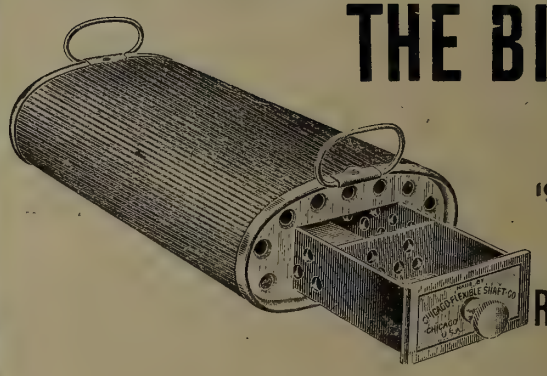
Always remember that this wagon has earned the

"The Light Running Wilkinson"

Write our sole Representatives

The STEWART-NELSON CO., LIMITED, Winnipeg.

THE BIG HIT



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for carriages, wagons, sleighs or automobiles.

THE CLARK LEADER HEATER

is the best business getter in years.

CLARK COAL continues without a peer. It is in every sense the

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Write for prices. Your jobber has these goods.

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Reserve funds and undivided profits	$4,900,000

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A General Banking Business transacted.
Special attention given to Savings Aocounts.

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In connection with each Branch.

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"Hero" Grain Separators

They are sold only through the Trade.

The "Hero" is the best grain separator on the market.
Every machine is built of the best materials procurable.
It excels in thoroughness of work and cleans oats from wheat perfectly.
No other cleaner can compare with the "Hero" for reliability and efficiency.
It gives satisfaction to every user and brings new business to every seller.
If you want the grain separator trade of your district handle the "Hero."
Remember we protect you and give you the best Grain Cleaner offered the public.

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HERO MANUFACTURING CO. Ltd., Winnipeg.

It's the 'White'

Sewing Machine Agency you want--for it has exclusive features not found in any other machine. It is not sold to Catalogue houses. It is built of the finest materials and has dozens of talking points not found on any other machine.

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Agents for NEW SUPERIOR FANNING MILLS,

Chicago Aermotor Co., etc.

The Harmer Implement Co. Winnipeg.

Any other Manufacturers in the Saddlery and Harness business in Canada using this Trade Mark, are liable to prosecution.

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THIS TRADE MARK THE **Horse Shoe Brand**

Will in future be found on the highest class Horse Collars, Harness and Saddlery made in Canada. This Trade Mark has been registered so that the public may know these goods, and can see the Trade Mark before purchasing. It is a guarantee that the best leather and workmanship are used in the article so stamped.

We have a complete stock of trunks, bags, suit cases, oil clothing, dusters, horse sheets, horse covers, horse blankets, robes, sleigh bells, and turf goods.

Let us know your wants. We can ship promptly.

There is nothing else that is just as good. Get the HORSE SHOE BRAND and you have the BEST.

Dealers! send for catalogue and price list.

MANUFACTURED BY

The GREAT WEST SADDLERY CO., Limited,

WINNIPEG CALGARY EDMONTON

FRANK O. FOWLER, President. ANGUS MCDONALD, Vice-President.

THE CENTRAL CANADA INSURANCE CO.

BRANDON - - - CANADA.

Fire Insurance.
Pure-Bred Registered Live Stock Insurance.
Hail Insurance (in Manitoba).

Lowest current Rates of Premium
Absolute security for Policyholders. JOS. CORNELL, MANAGER

BRADSTREET'S

Established 1849 Capital and Surplus $1,500,000

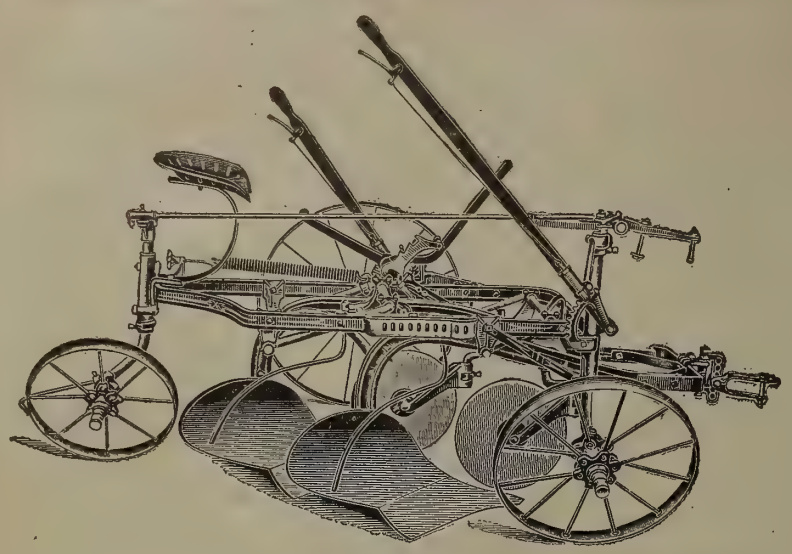
Offices throughout the civilized world. Correspondence invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

OFFICES IN CANADA--Halifax, N S., Montreal, Que., St. John, N.B., Hamilton, Ont., Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Vancouver, B.C.

C. G. SCHAFFTER, Superintendent, Union Bank Bldg., WINNIPEG, MAN.

New Eclipse Plows



You can point out to your customers a few more points of merit in the construction of the "New Eclipse."

The frame extension that supports the land axle is made of high carbon steel, firmly attached to the frame—land wheel is always in lines, consequently.

Notice the way the bottoms are built. Heavy frog, running well up the beam, strongly braced and bolted. Built to last.

Between the beams, in front, there is a heavy steel brace, giving strength and rigidness.

These points all help the sale. Further, we help you by liberal advertising in the farm papers. Get our 1909 prices.

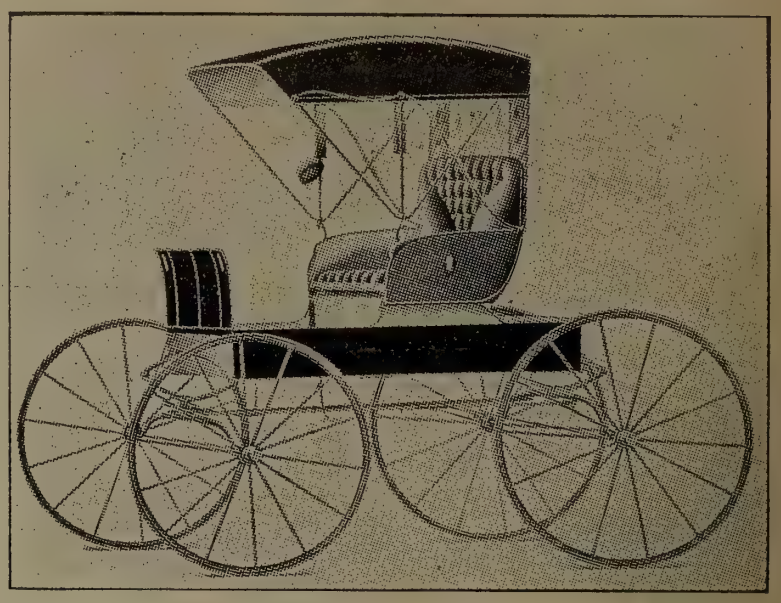
The Perfection of all Riding Plows

Made by FULLER & JOHNSON MFG. CO., Madison, Wis.

The Stewart-Nelson Manufacturing Co., Ltd.

General Agents WINNIPEG.

AFTER 38 YEARS



Greer Buggies, Hearses, Ambulances, Undertakers' Wagons, Landaus and Carriages

are still acknowledged LEADERS in QUALITY and STYLE.

Made in different sizes in all the latest designs. Only the best grades of material used in construction. Perfectly finished by skilled workmen. Every job guaranteed. Write for our catalogue.

A NUMBER OF REBUILT HEARSES CONSTANTLY ON HAND.

A. B. GREER, Manufacturer, LONDON, ONT.

Representative in Western Canada:—

The JOHN STEVENS CO., Ltd.

WINNIPEG.

Correspondence solicited from Dealers.

$40

TO

Eastern Canada and Back

DAILY DURING DECEMBER

Be sure your Ticket reads via the

GRAND TRUNK RAILWAY SYSTEM

The only double-track line between Chicago, London, Hamilton, Niagara Falls, Toronto and Montreal.

Agents for all ocean steamship lines and Cook's Tours.

For further particulars and booklet containing full information apply

A. E. DUFF

General Agent, Passenger Department

260 PORTAGE AVE. WINNIPEG, MAN.

Telephone 7098

CANADIAN PACIFIC

Western Excursions

Single Fare

Plus $2.00 for the Round Trip

From all stations in Ontario, Port Arthur and west, Manitoba, Saskatchewan and Alberta to

Vancouver, Victoria and Westminster

Also to OKANAGAN VALLEY and KOOTENAY POINTS.

Tickets on sale December 17, 18, 19, 1908. January 4, 5, 6, 21, 22, 23 and 24, 1909. Good to return within three months. Stop-overs.

CANADIAN PACIFIC

Annual Excursions To

Eastern Canada $40

to any point in Ontario and Quebec, Montreal and west, from points in Manitoba. Equally low fares to all points in Canada east of Montreal.

Tickets on sale daily, Dec. 1 to Dec. 31, inclusive, good for return within three months.

Stopovers East of Port Arthur

In connection with Atlantic Steamship business tickets will be sold daily from Nov. 21 to Dec. 31, and limited to five months.

Finest Equipment. Standard First-Class Sleeping and Tourist Cars on all Through Trains.

TWO THROUGH EXPRESS TRAINS DAILY

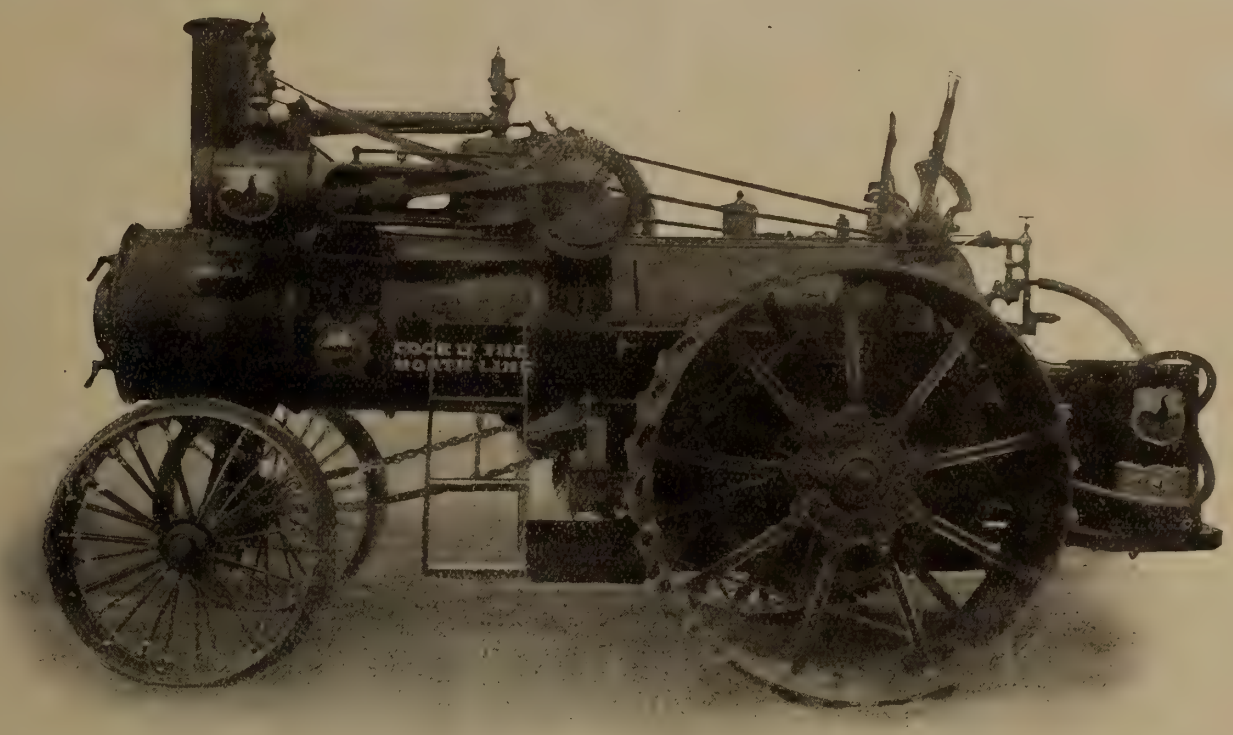
THE "TORONTO EXPRESS"

leaves Winnipeg daily at 23 10, making connections at Toronto for all points east and west thereof.

Apply to your C. P. R. Agent for full information.

THE WINNING LINE for 1909

To ensure prosperity handle **American-Abell** Engines and Separators the coming year. We build machines that thresh fast and clean, that will make money for every dealer and save grain for every user.



26 H.P. American-Abell Traction Engine

American-Abell Engines excel in simplicity, durability and ease of operation. Economical on water and fuel. Because the best for the farmer to use, the most profitable and easiest for the dealer to sell.

American-Abell Separator

Complete with American-Abell Wind Stacker, Band Cutter and Self-Feeder.

American-Abell Separators are of the latest and most approved design and embody many exclusive grain saving features. Let us send you full information.

Let's make a Contract with you for 1909.

AMERICAN-ABELL ENGINE AND THRESHER CO., Limited,

Winnipeg **Regina** **Calgary** **Edmonton**

"THE KING OF DRILLS"

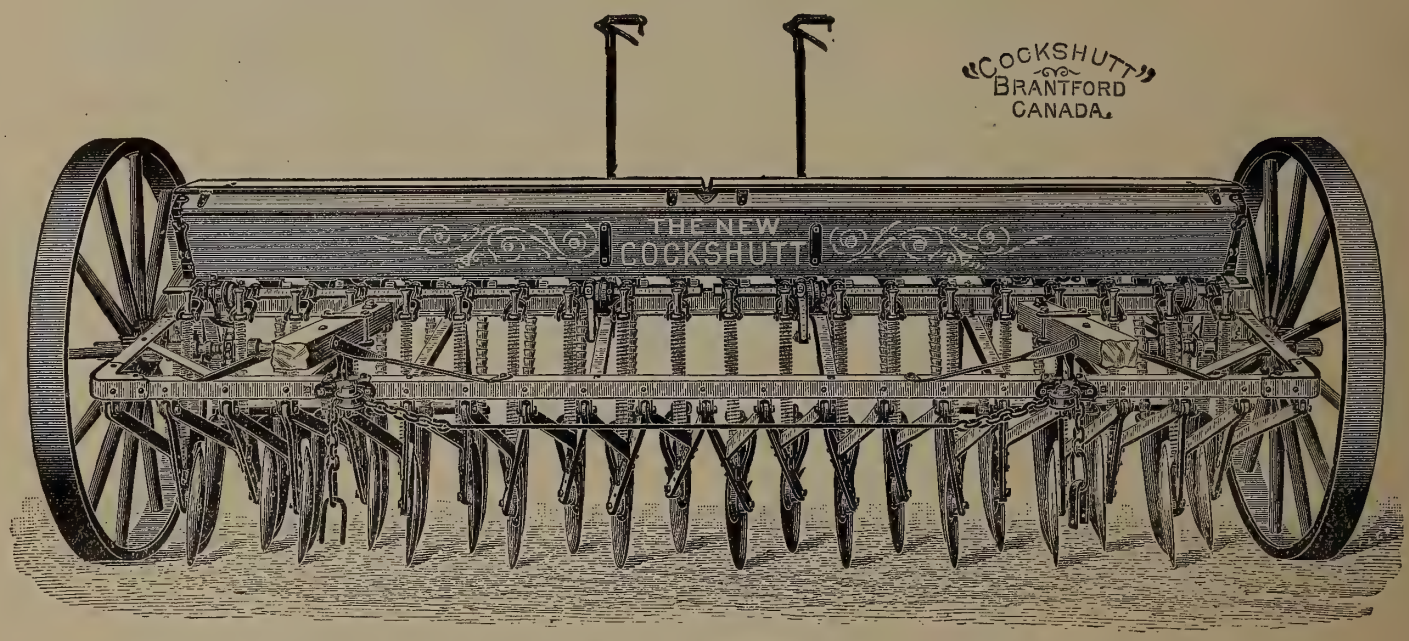
THE NEW COCKSHUTT

In the keenest competition is a winner for the dealer.
In actual use it meets every need the farmer demands.

The Drill of Proved Merit

Hundreds of dealers throughout the West last Spring found it the easiest to sell; one sold thirty-seven; and thousands of farmers found it the most satisfactory to use.
Sign up a Cockshutt Contract for 1909 and get the drill trade of your district.

THE PEERLESS SEEDING MACHINE



Front View of New Cockshutt Drill.

Interchangeable Single Disc, Double Disc or Drag Shoe. Sizes: 14, 16, 18, 20 or 22 Shoes; sowing 6 in. apart. Equipped with Foot Boards, located at each end. Axle bearings are furnished with steel compression grease cups.

IMPORTANT POINTS OF SUPERIORITY.

Frame .....High carbon angle steel, re-inforced by malleable corners and steel corner braces. Heavy I beam runs entire width of machine adequately supporting all weight. Frame all rivetted together. Users on rough land will appreciate the fact that there are no bolts to shake loose.

Axles .....Perfectly uniform cold rolled steel shafting. Axle bearings are pivoted to frame, which prevents biting of the axle and insures light draft, which cannot be obtained with a continuous axle.

Wheels.....Large and strong with extra long bearings which prevent the wheels from wobbling and also increases durability. Wheels 48 in. diameter, 4 in. tire for 18, 20 and 22 shoe machines and 3 in. for 14 and 16 shoe machines.

Grain Box..Made of selected, well seasoned lumber and perfectly fitted at all points. Large capacity :—20 shoe machine holds 4 bus.

Feed ..... Positive force feed of great accuracy. Will sow all kinds of grain evenly and without damaging a kernel.

Hitch .....The Cockshutt Adjustable Pulley Hitch is the most effective ever manufactured. Can be raised or lowered to prevent neck weight. Eveners held up by chains from poles.

Drive .....Equipped with chain drive, the easiest running, most durable and simplest drive on the market. The friction is greatly less than with gear drive. By the use of a hardened steel chain we have overcome the troubles that other manufacturers have experienced with a chain drive. Chains used in the past were of malleable iron, which being soft wore easily and stretched easily. We guarantee our chain not to stretch at three times the breaking strain of malleable chain, and being hardened it will not wear and will always fit sprocket wheels exactly. With our adjustable chain tightener there is no slackness.

The easiest Drill to set up ever built.

Write for our latest Catalogue and get our 1909 contract.

Cockshutt Plow Co., Limited

WINNIPEG **Regina** **Calgary** **Edmonton**

CANADIAN FARM IMPLEMENTS

Vol. VIII, No. 6 WINNIPEG, MAN., DECEMBER, 1908. SUBSCRIPTION PRICE } Per Copy, 5c. Per Year, 50c

To our Friends
All and Singular
to whom these presents
shall come

Greetings

Whereas, in times past it hath been the custom in sundry places and in divers manners as seemed fitting, on the recurrence of the season wherein joy and friendship abound, for all to experience feelings of good fellowship and express felicitations and best wishes in acknowledgment of good relations and in furtherance thereof :

Now therefore know ye that the good things ye have said and done in our favor in the past be not forgotten, and these presents bear witness to the gratitude we hold unto thee, and signify our constancy of purpose to continue in thy good favor, and **Whereas,** it is wise and profitable to interchange sentiments of cordial greeting and friendship, expressly at this time, and especially with those for whom sincere regard is entertained, and **Whereas,** desiring that this laudable custom may continue to prevail, we hereby in honest purpose and loyalty, bring to you these presents, **Wishing** you health, happiness, prosperity and all the good things accompanying them, together with compliments of this joyful season; also bespeaking for you a Happy New Year filled with blessings beyond measure.

As Witness, our signature and seal at Yuletide, 1908.

Canadian Farm Implements.

Winnipeg, Canada.

Rules and Regulations governing Motor Competition at Winnipeg Exhibition, 1909.

About the first of the month the Winnipeg Industrial Exhibition Association announced the rules governing its light agricultural motor competition to be held at the fair in 1909 from July 7th to 17th. The competition last season was a great success and the directors have decided to carry it on along more extensive lines at the coming exhibition. In addition to having trials for internal combustion motors, there will be a test for steam engines. Mr. A. R. Greig, professor of farm mechanics at the Manitoba Agricultural College, will have charge of the tests, and his experience gained as a judge last season will stand him in good stead. We have learned from an authentic source that a number of new engine-building concerns intend to have representation in the coming tests.

For the benefit of those who are interested we reproduce herewith the rules and conditions governing the contest, and these will be strictly adhered to in all cases.

1. The classes shall be for:—

Internal Combustion.—(a) 20 brake h.p. and under; (b) 21 to 30 brake h.p.; (c) over 30 brake h.p.

Steam engine.—75 brake h. p. and under.

First prize, gold medal; second prize, silver medal, third prize bronze medal. In each section.

A championship prize will be awarded to the motor gaining the highest number of points together with its suitability for general farm purposes.

2. All entries must be in on or before June 1, 1909. Entry fee for competition—$5 per motor.

3. Accompanying the entry form must be sent a specification giving a full description of each motor entered for competition. This specification must include the bore and stroke of cylinder, size of driving pulley and speed. Size of wheels, brake and rated horse power, fuel and water capacities (in cubic inches), the class of fuel used. Selling price f.o.b. Winnipeg.

4. Any firm or individual may enter more than one motor.

5. No restriction will be placed on the nature of the fuel used, or class of engine. It is to be understood that the fuel shall be such as can be readily procured in Canada, and that the Winnipeg prices of the various fuels shall be taken into consideration.

6. The class of fuel should be stipulated, such as—coal or wood, for steam engines; and gasoline or coal oil, for the internal combustion engines, when sending form.

7. All fuel shall be supplied by the association during the competition at cost, and water free.

8. Each competitor himself shall make all arrangements for the necessary staff for running his motor,

9. All motors entered for competition must be on the exhibition grounds not later than Tuesday, July 6th, 1909.

10. All competitors must have their motors ready for weighing and taking particulars of the fuel, tank capacities, brake horse power, etc., on Wednesday, July 7th, 1909.

11. Each motor will be allotted an official number which shall be displayed during the competition.

12. The ploughing competition will take place Tuesday and Wednesday, July 13th and 14th, 1909.

13. The tests will comprise—ploughing, hauling, belt driving, and brake test, but the association reserve to themselves full powers to rate the engines and carry out any additional tests they may deem necessary.

14. The ploughs and other implements must be supplied by the contestant.

15. The ploughing competition will take place in close proximity to the exhibition grounds.

16. The decision of the judges shall be final.

17. Each contestant must supply for his motor a recording dynamometer.

18. All enquiries or complaints during the competition must be made to the engineer in charge or to the judges.

19. No motor shall leave the exhibition grounds before Friday, July 16th, 1909.

20. Open to the world.

In considering the merits of the competing motors, special importance will be paid to the following points:—

1. Weight of motor.
2. Brake horse power developed.
3. Fuel and water consumption.
4. Distance that can be travelled without replenishing.
5. Turning capabilities.
6. Protection of working parts from mud and dust.
7. Accessibility of all parts.
8. Travelling speeds.
9. Ease of manipulation.
10. Clearance of working parts from the ground.
11. Steadiness of running for belt power.
12. Selling price f.o.b. Winnipeg.
13. Design and construction of engine.

We will be glad to give dealers, jobbers or manufacturers any further information, or other particulars may be secured from Dr. A. W. Bell, manager of the fair.

A carriage heater makes a nice Christmas gift. Can't you do a little extra pushing on this line right now.

Confidence an Important Factor.

In modern business life it is impossible to overestimate the value of confidence. When a man starts out he has to go after and demand his trade and customers, but once he is properly established he can count on a portion of his orders coming to him whether specially sought or not. New business, or business in new lines must be continually drummed after, but having secured a reputation for honest dealing in a community, a dealer does not have to work as strenuously as were the opposite the case.

There are a number of factors elemental in the creation of confidence. Principal among these is the ability of the customer to secure a good article at a reasonable price. When a buyer secures a serviceable article and is able to get it at a price that makes it profitable for him to make the purchase then is the first link forged in the binding chain of confidence.

Another important thing is the avoidance of exaggerated statements in order to close a deal. Over-estimation of any article is a serious drawback to the man looking to gain the respect of the community. If a machine will not do certain work which the seller claimed for it, then the buyer comes to the conclusion that his confidence was misplaced and for that reason will cease to do business at that store.

In getting business it pays to push the new things and for that reason a dealer must carry a well assorted stock. By doing so, he builds up confidence and shows that he is aiming to supply the wants of the farmers of his district in the agricultural implement and vehicle line.

Diplomas Distributed.

The different machinery and cream separator exhibitors at the Brandon fair last year have received diplomas from the management.

To reach the implement and vehicle trade of Western Canada advertise in Canadian Farm Implements, the only trade paper to the implement dealer.

The subscription price of Canadian Farm Implements is fifty cents per year. Where can you get equal value for a like investment? Send it today.

Plows, Harrows, Planters, Listers, Drills, Cultivators, Stalk Cutters, Potato Diggers, Garden Tools, Beet Implements, Carts, Etc.

Over **1400** Different Styles and Sizes, Singly and Collectively the Largest and Best Line of Implements Made in Any Single Factory in America. Backed by an **Unqualified Guarantee,** and for Two-Thirds of a Century

The World's Best

We Want Your Business We have the Quality and the Prices are Right. Do you want our Catalog? It fully describes and illustrates a line of unequalled excellence, noted everywhere for strength and simplicity, the leadership of which is attested by the fact that nearly all of our implements have been imitated in every part of the country.

"P & O" Represents a combination of **Knowledge, Experience and Judgment** never excelled in the implement business. **P & O** when seen on an agricultural implement guarantees it as the very highest type of mechanical art in the building of farm machinery.

PARLIN & ORENDORFF CO.

Largest and Oldest Permanently Established Plow Factory on Earth.

ADDRESS **P & O** AT EITHER

CANTON, ILLINOIS

St. Louis	**Dallas**	**Portland**
Kansas City	**Minneapolis**	**Spokane**
Omaha	**Denver**	**Winnipeg**

"WONDER" GRAIN CLEANERS

(PATENTED)

THE "WONDER" GRAIN CLEANER

Latest and Best—All Zinc Sieves. Adjustable Upper and Lower Shoes.

Has all the older mills beat in the quality of work done, particularly in cleaning wild oats from wheat, also in capacity, ease of handling and durability. Here are some real reasons :

Feed—An important feature is the OSCILLATING FEED, which works up and down, and backward and forward, assuring an EVEN DISTRIBUTION the full width of the sieves. No grain allowed to fall on sieves except when mill is running.

Lower Shoe—CAN BE ADJUSTED UP OR DOWN OR TO A LONG OR SHORT STROKE to suit any and all conditions of grain, which varies from year to year in size and condition. Notice the notches for the legs of the lower shoe, by which the screen can be adjusted to any desired incline.

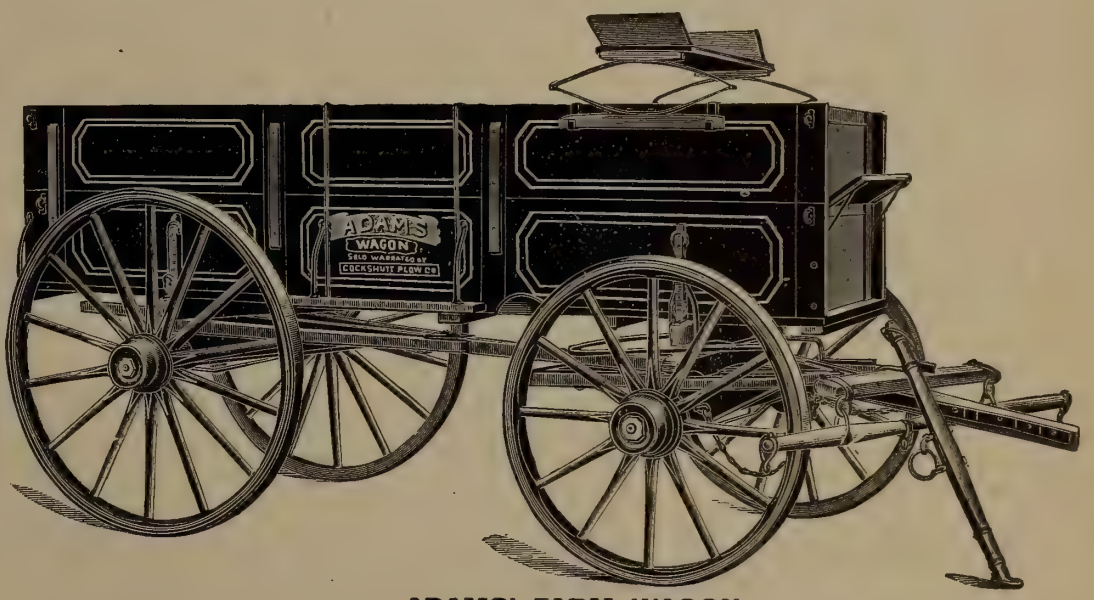
Sieves—WE USE ZINC SIEVES ONLY THROUGHOUT. The mill is equipped for wheat, oats, barley and flax. THE LOWER SHOE NEVER CLOGS AND THE MESH KEEPS ITS TRUE POSITION, as it is zinc, Wire sieves soon rust out and wear out and the mesh loses its proper position, letting good wheat through with the screenings.

Dealers desirous of handling the very latest and best in the grain cleaner world should write for full particulars concerning the "Wonder"

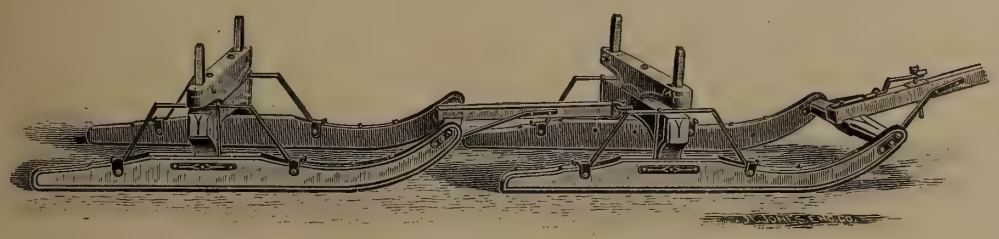
CATALOGUES AND INFORMATION ON REQUEST

Adams' Wagons

Are to-day the result of 45 years' experience in high grade wagon construction. No wagon sold to the trade has a higher reputation than the Adams. Constructed of well-seasoned, first-class materials, by workmen who know how. Equipped with the celebrated Adams' Truss Axle. Well - finished, strong, durable and light running.



ADAMS' FARM WAGON



ADAMS' FARM SLEIGH

Adams' Sleighs

Are the best sellers offered the trade. Better proportioned, better finished, and stronger throughout than any other sleigh on the market. Steel or cast shoeing. **We can fill Rush Orders immediately.**

Cockshutt Plow Co., Limited

Winnipeg **Regina** **Calgary** **Edmonton**

Possibilities of Dairying in Northern Alberta.

G. H. Hutton, B.S.A., Supt. Northern Alberta Experimental Farm.

To deal with the crops that can be successfully raised in Alberta, in any detail, would require a great deal of time. The crops which the soil of Alberta can produce are such that any dairyman using them would be justified in hoping for and expecting the best possible returns from his investment.

Travel where you will you can see the natural grasses growing in abundance, and not only natural grasses grow wild but various legumes such as pea vine and vetch, indicating under conditions of the prairie that this soil will produce these fodders in such varieties as to make a balanced ration such as a good dairy cow appreciates.

What has been attempted by man in the way of growing cereals and legumes has been so far uniformly successful, especially when he has paid attention to the demand of the legum for bacteria to fix for it free nitrogen or the air about its roots.

Cereal crops, particularly oats and barley, have always been remarkably successful in this Northern part of the Province. These two grains themselves would supply the dairymen with the grain necessary for the successful operation of his dairy. Even last year when the unusual climatic conditions cut the maturing season for oats and barley short, there were in this Northern part of the Province many farmers who had oats weighing 40 to 45 lbs. to the bushel and barley germinated as high as 84 per cent. and weighing standard and over. Of course, we do not deny that where grain was sown late it was caught with the frost and much light grain and grain lacking in vitality was the result, but my point is that under the most unusual circumstances prevailing through the country in 1907, there was abundant grain for feeding dairy stock and of a quality calculated to produce the best results. On the experimental Farm barley yielded as high as 72 bushels an acre in 1907, showing a germination of 84 per cent. Oats gave 110 bushels an acre, but were not as high in vitality. These facts should prove the possibilities of Alberta as a dairy country from the grain growing standpoint. That the necessary cereals can be produced is an assumed fact.

The alfalfa and red clover sown on the experimental farm in June of last year wintered well. The first cutting of alfalfa was made in July. Where it was inoculated the yield was 4,160 lbs. while where it was not inoculated it yielded only 1,960. The second cutting was ready about Sept. 1st, and on the inoculated area it gave a yield approximately equal to that of the first cutting. Red clover is now in bloom again, having yielded at the first cutting without inoculation one ton to the acre. Everywhere over the field large rank bunches of clover could be seen and here the life giving nodules are found, showing that on the old land where manure has been applied the clover will accomplish its own salvation in time. Having then such a happy combination of leguminous crops and large yields of cereals per acre, the possibilities of this important branch of agriculture in this Province seem almost unlimited.

The climate is not as severe as many people imagine, and I believe that the constitution necessary for a productive dairy animal will stand the winter without difficulty. There are already in the Province a number of dairy cattle—Jerseys, Holsteins, and Ayrshires. During the severe winter of 1906 and 1907, representatives of these breeds of cattle were taken from point to point through the Province in connection with the Stock Judging Schools put on by the Provincial Department of Agriculture. These animals without exception came through in fine condition, and their milk yields, considering the fact that they were continually changed as to stabling and surroundings, were large. Many cattle winter outside, having the run of a straw stack and access to water, and come through the winter in fine condition, without other food or shelter. The rumors sometimes circulated outside this Province that dairy cattle are not vigorous enough to stand the climate are not well founded.

BUTTER THE PRINCIPAL DAIRY PRODUCT.

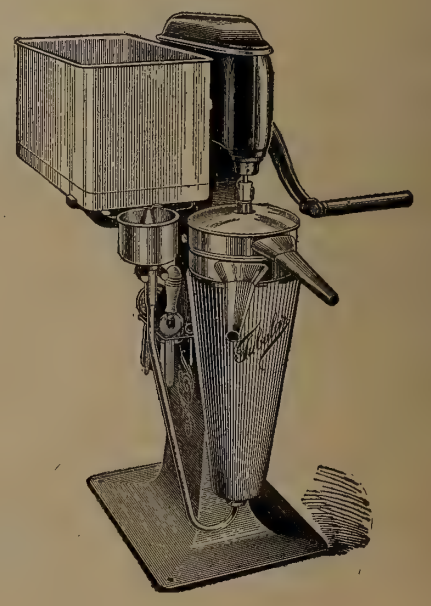
The usual manner in which dairy produce is marketed is in the form of butter. It is handled largely by the Provincial Department of Agriculture with Mr. C. Marker as

We Want More Good Live Agents

Men who know a good thing when they see it ; who are not afraid to go up against a competitor ; and who can land a sale on their own account, as well as the ones we send.

The Proposition we have to offer is the Agency of the

SHARPLES TUBULAR SEPARATOR



the Separator that practically sells itself.

Our terms are liberal and the Tubular is not only a quick seller but stays sold.

Every farmer having two or more cows needs a separator and nine out of ten farmers quickly recognize the simplicity, efficiency and reliability of the Tubular.

We back our dealers in all our claims ; and sell through them only.

For proof ask any Tubular agent, or better become an agent.

Send, to-day, for terms and contract. Address

The Sharples Separator Company, West Chester, Penna.

TORONTO, Can. SAN FRANCISCO, Calif. CHICAGO, Ills.

Dairy Commissioner. Butter is selling at prices satisfactory alike to patrons and consumers. Private butter and cheese factories are springing up in some sections of the Province. One that came to my notice, paid during this season 20c. a lb. for butter fat, clear of manufacturing and hauling. These prices, I believe, should stimulate farmers to produce quantities of cream, since the skim-milk fed on the farm in conjunction with the abundant native and cultivated grasses and fodders should prove a most valuable by-product. Dairymen in a butter-making district should be enabled to put large quantities of beef on the market annually.

CHEESE INDUSTRY UNDEVELOPED

The cheese feature of the industry has not as yet been very largely developed, but there is no reason why it should not be a prominent feature in the dairy business in this country since at present quite a large quantity of cheese is imported while the conditions here warrant its manufacture within the Province. We have the best of climatic conditions, cool nights, fresh air, and there is an abundance of pure water everywhere. Aside from the manufacture of butter and cheese, there is a grand opening in many of the towns of the Province for dairymen, who will supply good clean rich milk to those towns. In some instances it is almost impossible to secure milk at any price, while at the same time near these towns there is abundant land available for pasturage at moderate prices. To anyone who has seen the rapid growth of towns in the West the dairy business of these towns will commend itself as a good business proposition. Another feature which should be of interest to some dairymen of the country is the opening in Alberta for the establishment of a number of first class pure bred dairy herds. There are a few—we need more.

It is a regrettable fact that there are a large number of cows being milked in this Province, which are giving their owners no profit at all, and there is abundant room for some one to carry still further the campaign of education as to the value of pure bred sires in building up dairy herds. As soon as this education is completed there will be gigantic demand for this class of stock, and it will be the man who is on the ground and has the stock, for sale who will reap the reward. Altogether the possibilities of dairying in Alberta, while not perhaps as alluring as mighty waving fields of wheat, are in the far future, likely to be as stable, as sure, and for an average of a number of years, as remunerative.

Now is the time to 'clinch 'em'

The harvest season is over ; bountiful crops fill the barns and storehouses to overflowing ; the farmer is now bending his energy toward his winter's dairying campaign. He will need right away a cream separator, therefore, as you can no longer sell him the tools which you could in the spring and summer, why not take on the profitable and reliable

U.S. CREAM SEPARATOR

For no aggressive dealer can afford to overlook this profitable line of goods, for dairymen everywhere recognize it as the leader.

Backed by 17 years' experience, continuously manufacturing the U.S. Cream Separator and the extensive agricultural press advertising, we appeal to your best judgment, when we ask you why you delay long in getting started with our goods.

We want live, hustling selling agents in every community, so write us you are interested and we will take the matter up immediately with you and send our traveller to talk the situation over. Send for Catalogue also. Address all letters to

VERMONT FARM MACHINE CO.

Dept. 213 **Bellows Falls, Vt., U.S.A.**

THE NEW IMPROVED

DE LAVAL SEPARATOR

Gets Them Coming and Going

Since its introduction January 1st, 1908, the New Improved De Laval has swept before it all attempted competition. Sales during the past twelve months, even in the face of financial depression, have broken all previous records. Both the Canadian and American shops of the Company have been operated continuously on double time while manufacturers of other more or less advertised cream separators have found it necessary to reduce their shop forces and in some cases entirely cease manufacturing. This condition is entirely due to the popularity of the New Improved De Laval machines.

Their graceful outline and handsome finish immediately attract attention which is quickly converted into enthusiasm for their delightful simplicity and many exclusive features making for maximum convenience and utility. The unequalled skimming record established by the older type of De Laval in daily use has been eclipsed by the new machine which at the same time has a very much increased capacity—30% greater than that of any other make of separator represented to be of corresponding size.

FIRST, LAST and ALWAYS

The New Improved

DE LAVAL

yields the greatest profit to dealer and user.

New territory is opening up. If you are a live one

Write for De Laval Contract.

De Laval Separator Co.

WINNIPEG

Montreal Vancouver

Manure Spreaders Increase Profits.

Many dealers, particularly through southern Manitoba and some of the older parts of Saskatchewan, are working up a very profitable and satisfactory trade in manure spreaders. The farmers are becoming more and more alive to the merits of this machine, and there is every reason to believe that it will have a wide sale throughout the prairie provinces in the years to come.

Usually dealers like to let somebody else do the necessary experimenting with any new article that is brought forward. Like the cream separator the manure spreader is past that stage and that is why it should be among the other lines handled by the implement man.

Selling spreaders, however, is like everything else, unless a man is familiar with conditions he can't do his best work. Now, as it one of the objects of a trade journal to post its readers on points of argument, etc. no matter from what source such may be garnered, so long as they are reliable, we quote the following from a recent writer, making such changes as, in our opinion suit the article to the needs of our particular class.

"Among many," this writer says, "the value of a manure spreader on a farm where spreaders have never been used has been somewhat of a speculation. Naturally the first thing that the farmer who is thinking of buying a manure spreader will wonder is, how much money he will save in labor. There is undoubtedly considerable money saved in labor. Where the manure is hauled to the field and pitched out with a fork, if an attempt is made to spread it at all evenly, it takes at least from thirty to forty-five minutes, and the work would not be properly done, as it is impossible, no matter how careful a man is, to tear the chunks to pieces. In other words, they are thrown on the land as they are.

"With a manure spreader a load of manure can be spread in from two to four minutes, so it is safe to say that on every load of manure that is hauled there will be a saving of from twenty-five to forty minutes. For a team and man, figuring that the team and man are worth $3 per day, this would mean a saving of about 15 cents per load, or on one hundred loads $15; so that from the labor-saving standpoint the manure spreader is a labor-savor, but if there were no other saving, it is a question as to whether it would pay the ordinary farmer to buy a manure spreader, for the labor-saving end of the proposition is hardly worth taking into consideration.

"When the increased value in the crop is taken into consideration there is no question in the world but that the farmer with one hundred and sixty acres of land can afford to pay 50 per cent. per year for the use of money with which to buy a manure spreader. For some reason or another manure spread with a spreader always increases the crop over hand spreading to such an extent that it is really amazing at first thought but when taking into consideration that the machine tears the manure to pieces and spreads it evenly and places a particle of manure with every particle of soil, and when we understand the action of manure on the soil, it is not surprising to see the increase that is made by spreading manure with a spreader."

In past issues space has been devoted to showing the gain farmers have made by using the spreader. Several of the U. S. experiment stations have conducted tests in order to demonstrate the value of this machine. Among the latest is one conducted down in Illinois, as follows:

On six acres of ground ten loads of manure to the acre were spread by a machine and then sown to corn. At harvest time 420 bushels of corn were taken off, which valued at 40 cents a bushel brought in $168.00. On a neighboring ten acres of meadow ten loads of manure were spread to the acre by the machine. From this was cut thirty-five tons of hay, valued at $10 per ton, or giving a total return of $350.

On the sixteen acres on which manure was spread by a spreader the crop harvested was worth altogether $518.

Adjoining the first ten acres another plot of equal size was given ten loads of manure to the acre, the spreading being done by hand. This plot was seeded to corn and 336 bushels were garnered. At a valuation of 40 cents a bushel his crop was worth $134.

On another ten acres of meadow manure was spread by hand at the rate of ten loads to the acre. From this twenty-seven tons of hay were cropped, which at $10 per ton was worth $270.

Thus on the second sixteen acres the total value of the two crops equalled $404. By this test it was clearly proven that the spreader resulted in a clear profit over the hand spreading of $114.

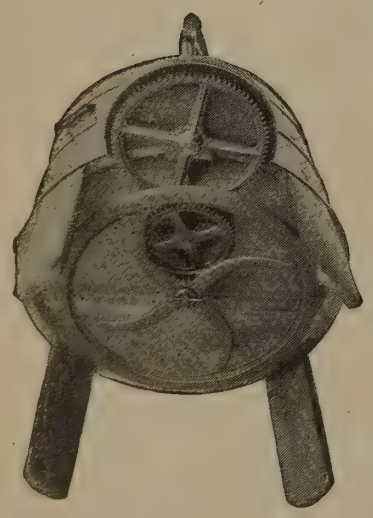
While particular care was taken in making this test it is not claimed that the spreader will always show such a return for its use, still it is safe to say that the use of a machine will bring about such an increase in the farmer's receipts that it will be a profitable investment for every man with one hundred and sixty acres of land. The sale of spreaders means more money in the pockets of the dealer and it's a good line to cultivate.

A Phenomenal Producer.

In the Dairy Department of the Ontario Agricultural College, at Guelph, Ont., they have a Holstein cow that is a marvelous producer. She has produced 96 lbs. of milk and 3.64 lbs. of butter in one day; 632 lbs. of milk and 25.80 lbs. of butter in one week; 2,522 lbs. of milk and 103 lbs. of butter in thirty days; and 20,778 lbs. of milk and 912.23 lbs. of butter in one year. In addition to being a heavy producer this animal is an exceptionally large consumer. According to the record her food for the twelve months, in which she gave the above quantity of milk, cost $72.66. Valuing her milk at 4 cents per quart, and deducting the cost of feed, there was a net profit of $259.54 left. On a more modcrate basis of calculation, viz., 20 cents per pound for butter, and 20 cents per 100 lbs. for skim milk, the gross returns for the cow for the year aggregated to over $220. If the milk is valued at $1.00 per hundredweight it was worth almost $208. Even at this the net profits produced by her for one year amounted to more that the selling price of what would ordinarily be considered two first-class dairy cows. It is little wonder that this big Holstein is the pride of the College Dairy at Guelph.

There are very many small lines handled by every dealer that make very handsome Christmas presents. Better show them up.

THE
Pastime Washing Machine
SIMPLICITY! DURABILITY!
CLEAN WASHING!



Eclipses them all—Nine Years Old Child Does the Washing

Langenburg, Sask. Oct. 30, 1903.
E. E. Lyday, Manager,
Parsons Hawkeye Mfg. Co.,
Dear Sir :—I placed a "Pastime" Washing Machine in the laundry of the Imperial Hotel here, where a new one is bought every few months, and a number of kinds have been tried and tested, and the "Pastime" simply eclipses them all for ease of running, rapid, clean and satisfactory work, and is bringing orders to me unsolicited. A little nine year old girl of one of my customers turns the washer alone for a family of nine.
Yours truly,
E. J. NAFFZIGER.

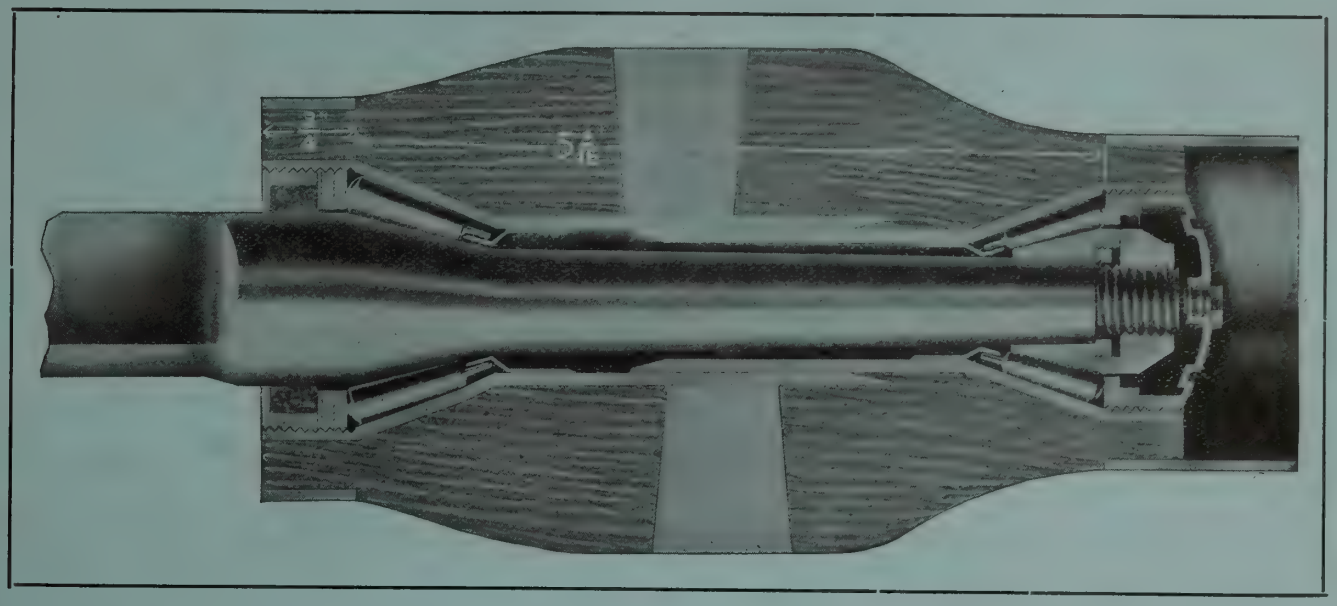
WARRANTY

We guarantee the Pastime Washing Machine to wash the Clothing QUICKER, CLEANER, and to operate easier than any other hand power Washer on the market.
We further guarantee it to be well made and of good material throughout.

QUICK WORK! FULLY WARRANTED!
EASY TO OPERATE!

If you want the exclusive sale in your town "get busy." Write for prices,&c.

Parsons Hawkeye Manufacturing Co.
Manufacturers and Distributors for Canada
WINNIPEG



The Most Attractive Selling Feature

FOR

1909 Carriage Trade

IS

Wright's Taper-Roller Axle

WHY ?

Because it can measure up to every requirement that a live dealer demands in an Anti-Friction Axle.

Most Manufacturers are showing it in their 1909 Catalogue.

All Manufacturers can supply the Taper-Roller Axle, although one may be found occasionally, who for convenience sake, may require a little urging.

The Axle helps so much to make sales, and adds so much to the pleasure and satisfaction of the purchaser, that insistence on the part of the Dealer is well worth while.

NOTE.—Mr. Dealer: If you have not already ordered a job with these axles, get a letter off to your jobber or manufacturer to-day, asking for quotations. Write us for more information and new Catalogue.

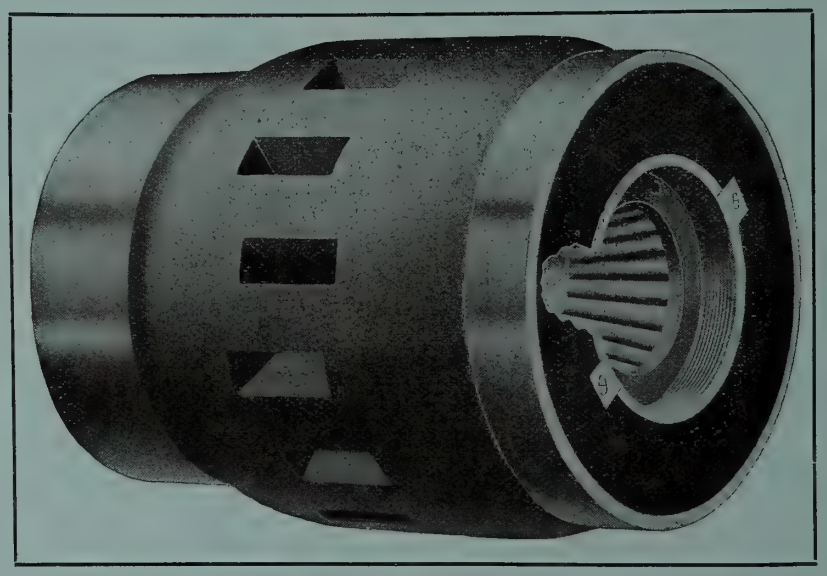
CANADIAN BEARINGS, LIMITED,

HAMILTON, ONTARIO.

THE TAPER-ROLLER AXLE

was developed by the man who manufactured the first steel balls in America. He invented the first ball bearings to be used in the bicycle, but found that balls cannot be kept from breaking, and the taper-roller was conceived and developed. Over $200,000.00 was spent in the experimental stages before the axle was offered for commercial use. It has been in successful use for several years on heavy trucks, omnibuses, hansom cabs, and gun carriages, as well as light vehicles of every description in Europe and United States.

The factory at Hamilton, Ont., has been furnishing the Canadian market for the last five months.



The attractive features lie in the fact that it is impossible to break any part of the axle in ordinary use. It is the only anti-friction axle that can be adjusted within its own mechanism. There are no pins, cages or guides to wear and break, or make it complicated. Can be furnished on any job made, and at a price that is a recommendation in itself.

Our new Catalogue will soon be issued. It will be brim full of information. Let us have your name for our mailing list.

CANADIAN BEARINGS, LIMITED,

HAMILTON, ONTARIO.

What Constitutes Duty?

We know of no word in the English language capable of a greater breadth of translation than the word "duty." It is so elastic that it can be stretched without effort from murder to martyrdom. like a piece of modeling clay, it is capable of being moulded into a thousand different shapes, as suits the diversified tastes and ideas of the artists who work it.

An anarchist kills a king and later dies on the scaffold, a martyr to duty as he sees it. A missionary goes forth to teach and never returns, a martyr to duty as he sees it. Yet the missionary would have been shocked beyond words at the very suggestion of regicide, and the anarchist would have laughed at what he considered the asininity of offering one's life to tell a few heathen about Christianity.

No two men live who set up the same standards of duty. No man lives who applies just the same rules of duty to himself as to another. Once in an age, perhaps, he is less critical in respect to his friend than himself; but he is far more apt to take another turn in the hawser when judging anyone but himself.

As no body of men could ever agree exactly as to the demands of duty, they early compromised and formulated such laws as appeared best to convey their various ideas. They agreed among themselves that, distasteful as a few of these rules might appear to some, they would abide by them as long as the majority upheld them. Thus came government.

For one thing, they decided that duty to society demands that homicide be not permitted. Therefore it has been the way of the majority to frown upon anarchy. except when, for varying spaces ot time, the anarchists themselves, as was the case in the French Revolution, are in the ascendant.

But majorities change in substance and belief. For centuries it was considered a duty to punish witch-craft, so-called, by the extreme penalty of death, and that punishment was meted out without let or hindrance, until at length, the scales turning, the believers in witchcraft found themselves in the minority and the practice ceased.

Duties which the reigning majority think vital to the welfare of the whole, find their expression in laws, which with varying modifications are followed and upheld. Those in the minority, though not believing, must follow, until such a time as they may obtain the majority for themselves.

Besides these vital duties, however, these duties to the state, there are the duties which each man makes a guide for himself. They are as various as the combinations of the vitascope. They are unrestrained, unguided by fixed law, each man being a law unto himself—but influenced by contact with the ideas and standards erected by others.

One man works hard as a duty to society, another as a duty to himself, another as a duty to his family. Each one, being influenced by a different standard of duty, surrounds himself with still other varying standards. And no one of the three is, or ever will be, in a position to judge of the duty of either of the other two.

There were once two young fellows, who were paddling a canoe across a swollen stream, a short distance above a falls. Suddenly the canoe upset. One of the boys was a fine swimmer, the other could not swim a stroke. The former grappled his companion and tried to reach the shore. They were carried nearer and nearer to the brink of the falls. Clearly there was not more than one chance in a hundred that the two could reach land. The one who could not swim realized this, told his would-be rescuer to let go and try at least to save himself. The other did so, and reached shore alive, while his companion went to his death over the brink.

Now, what was that man's duty?

We have heard those who claim that, not having a family dependent on him, it was his duty to stay by his companion until they were either safe or lost. We have also heard this idea laughed at by others as absurd and Utopian. So take your choice.

What constitutes duty is a greater enigma than any the Sphinx has ever withheld, though many people, otherwise of sound mind and sense, are every ready to jump in to solve it for those who should be best able to solve it for themselves.

Any individual—man, woman, employer, employee, ecclesiastic, layman, atheist, believer—who takes it upon himself to decide another's duty off-hand, shows only his ignorance.

Conflicting codes of duty have made and overthrown religions, raised and toppled empires, and produced epochs in the history of the world—and will again.

The man who carried the message to Garcia rode alone.

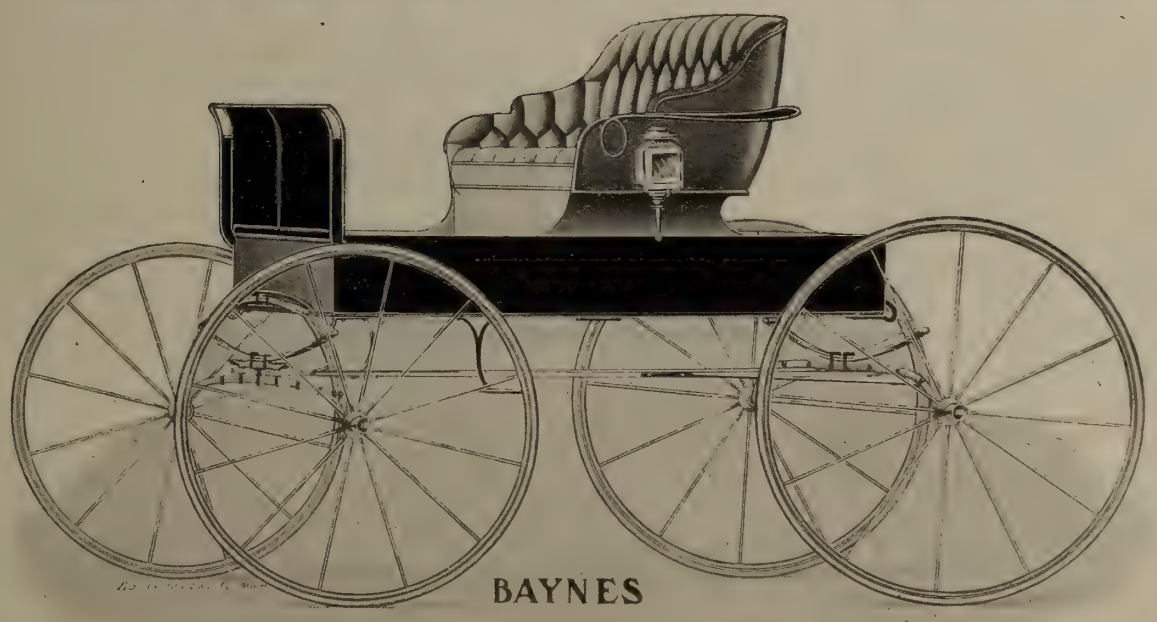
The habit of putting off activity puts off manhood, capacity, success. Don't let your boat drift. Seize the oars and row.

The gasoline engine business should be a profitable line to work during the next four months. Try it.

You can lead a boy up to the university, but you cannot make him think. You can surround a man with opportunities, but he alone can enable himself to profit by them.

BAYNES' CARRIAGES

Baynes' Buggies for Neatness and Style



Baynes' Buggies for Finish and Durability

No. 552—AUTO SEAT BIKE WAGON

If you want to know about the latest and most up-to-date carriages on the market, call or write, and we will send you full particulars

GENERAL AGENTS MANITOBA A. C. McRAE, Winnipeg

Canadian Plows in England.

The Canadian plow is having a large sale in Great Britain, writes U.S. Special Agent Roland Dennis to the Bureau of Manufactures. I learn from the importer that sales have been larger than ever this season, and it would certainly seem that the Canadian manufacturer had established a good name and business in this country. The plow most sold is a walking double-furrowed plow. The frame is of a heavy section I beam, 2½ inches by 1 inch, castings all of malleable iron, and the whole plow very solidly bolted up. It is fitted with two levers, one to each wheel. To meet the ideas of the English farmer, the manufacturer has arranged to furnish long mold boards, where required. The weight of the plow complete, with ordinary mold boards, is 385 pounds, while the larger mold boards add 35 pounds. It is claimed that the plow is adjustable to all kinds of work, for any widths from 7½ inches to 11 inches, and "works everywhere." Great stress is put on the fact of the best crucible steel being used, which is hardened until it is "as hard as glass," and which is basis for the claim that it is "the lightest draft plow in the world." The claim of light draft is supported by the published reports of trials which have taken place in different localities in England.

Plowing two furrows 9 inches wide and 6 inches deep the Canadian plow pulled only 25 per cent. heavier than a single-furrow English plow in the same soil, and was from 25 per cent. to 50 per cent. lighter in draft than plows entered from some of the oldest and largest English makers.

One practical farmer writes: "They do their work well, just breaking the furrow enough to enable the harrow to make better work. I consider the treading of the horse in the furrow as most injurious, therefore in using double plows each other furrow is not treaded and the surface water will get away better." These plows are sold in England for £7.10 ($36.50) with knife coulters. A lighter plow of the same general class is quoted at £6.10 ($31.63). The same maker is also putting on the market here a riding plow, for which he has secured a customer in no less a personage than an ex-president of the Royal Agricultural Society. This three-wheeled, three-levered plow complete, with knife coulters and pole, sells at £10.10 ($51.10). Three-horse whiffletrees 15s. ($3.65) extra.

Withhold Thy Hand and Thy Tongue.

There is so much bad in the best of us,
And so much good in the worst of us,
That it doesn't behoove any of us
To find fault with the rest of us.

This verse of four lines has been frequently quoted to men prone to criticize. The name ot the author or authoress is lost in the mists of oblivion so that we are unable to accord the credit direct. In their application the lines appear of particular significance to the dealer or merchant, and yet not for him entirely but also for all members of the human family.

As one writer says: "It is a modern expression of the old maxim: 'Those who live in glass houses shouldn't throw stones.' It comprehensively emphasizes the admonition: 'First cast out the beam out of thine own eye, then shalt thou see clearly to cast the mote out of thy brother's eye'"

As we said the lines have a peculiar significance to the man in business. He is given, more or less, to a spirit of criticism of his competitor's efforts to win trade, while his own methods may be infinitely more worthy of fault finding. No man takes it kindly to have another take business away from him, and the tendency of the tongue to utter the feelings that are kindled in the heart when such takes place is well nigh overmastering. Trade cannot be won through harshness, whether it be to competitors or to the consumers. The public is a fickle body, and its sympathies are generally to be found with the man who is exposed to the blighting scorn of sharp sentences from one in the same line of business.

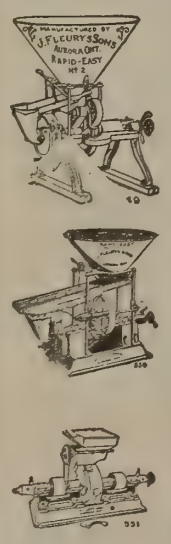
Rivalry between dealers is a bad thing for each, and for the town and district in which they are located. Men in such a position cannot pull together for the common good of their town, their district and their people. It is not logical to suppose that they should, but they ought to. There is business enough in a country such as ours for all, and it is incumbent upon each individual to be up and after it. It can be got without endeavoring to lessen a competitor's character in the eyes of the people and without resorting to means that never tend to heighten a business man's standing in the eyes of the community.

Keeping the Books.

A short time ago a case came to our attention where a dealer was unfortunate enough to have his warehouse and stock destroyed by fire. He was successful, however, in saving his books, or what books he had. Owing to the desultory and careless manner in which he had kept them they proved of little value to him when he came to straighten up his business with his creditors and adjust his losses with the company carrying his fire insurance.

One of the principal departments of a dealer's business in his bookkeeping. It is indispensable to the profitable conducting of any enterprise. An elaborate accounting system is not essential, but simply the constant application of the thoroughly understood principles ot keeping books. Every man in business requires a record of the goods he buys, the freights he pays, the sales he makes, the amount and date of his due accounts and his bills payable, and the money he has invested. These are all necessary to the operation of a successful, at least a properly conducted, business.

Under such methods a man has an opportunity to look after his affairs properly even if his warehouse and stock are burnt, providing his books are saved. Neglecting this end of his business results detrimentally to his own interests and especially with those adjusting his insurance claims. With his books in good shape and everything in order and to the satisfaction of his creditors and the insurance men the dealer creates a better impression and renews confidence in his business ability and discretion.



THE LARGEST LINE OF
GRINDERS
IN CANADA

In sizes to suit any power. These cuts show three sizes.

549. For use on the farm—three sizes.

550. Farm use or custom work (stationary or for moving from place to place).

551 ATTRITION MILLS for elevators, CUSTOM MILLS, etc. Finest work and greatest capacity.

We have just what YOU need in these "Rapid-Easy" Grinders, which do MORE WORK with SAME POWER than others.

Information, circulars, etc., upon request.

J. FLEURY'S SONS, Aurora, Ontario, Canada.
SOLE AGENTS FOR WEST
The JOHN DEERE PLOW CO.
WINNIPEG REGINA CALGARY EDMONTON.

Melotte Lines are known throughout the whole West as "Quality Goods."

DEALERS—You are missing a good thing if you do not handle these lines. A few of our leaders are:

"Melotte" Cream Separators
"Florence" Wood Pumps "Ideal" Iron Pumps
"Ideal" Gasoline Engines

Call and see us if in the City or write for particulars.

MELOTTE CREAM SEPARATOR CO., LTD.
312 Ross Ave., WINNIPEG. CALGARY.

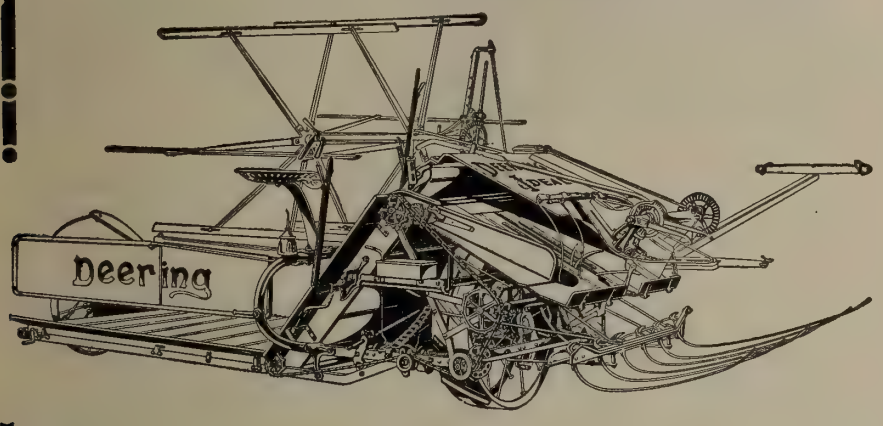
From January To January Deering Machines Pull In Business

BUSINESS booming all the time is what the Western Canadian implement dealers like—not four or five months in the year, but every month from January 1st to January 1st.

The Deering line of farm machines and implements is an all-the-year-round line—something in this line to keep profits rolling in all the time.

Preparing the Seed Bed

What farmer can get along without a good harrow? There



is the Deering disk harrow that makes the roughest fields the finest garden beds. Then, there is the International smoothing harrow, an all-steel harrow, which is unquestionably the best designed and constructed harrow of its kind on the market.

Seeding Time Sales

The great advantage of Deering drills is that the single disk, double disk and shoe drills are interchangeable ; that is, any one of them can be changed into the other two by putting on either of the other two styles of markers. Could you not sell drills like that? In selling Deering drills you can always feel sure that you are selling machines that put the seed into the ground in the best possible manner to produce good crops.

Crop Tending Time

International scufflers and Deering cultivators are the sellers at crop tending time. Both of these implements are right up to the high Deering standard. The cultivator will work satisfactorily on the hardest and toughest soil, and the scuffler is the best kind of cultivating tool.

Haying Time Sales

Look at this list of Deering haying machines—mowers, knife grinders, tedders, hay rakes, sweep rakes, side-delivery rakes, hay loaders and hay stackers. It is a profitable pleasure to sell Deering haying machines because you know that the farmers are getting real value in exchange for their money, and that they will be satisfied.

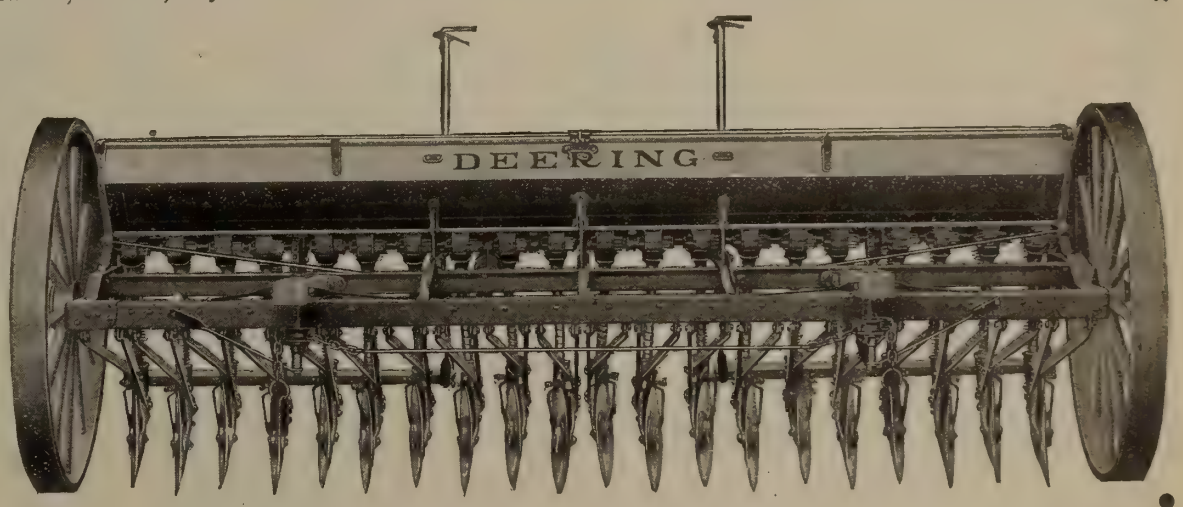
Grain Harvest

The Deering Ideal Binder will save all the grain, whether it be long or short, thick or thin, lodged or tangled. There is the regular size Deering binder for those who prefer it, and the wide cut binder to suit those who want a machine of large capacity.

Deering binder twine also comes in for its share of the sales. It is full length and full strength. There is no kinking and clogging, and it can be used up to and including the last inch.

The Deering reaper is the machine that suits the farmer who finds that he cannot use a binder satisfactorily for cutting his crop. It is an ideal machine for cutting seed crops which must be left in gavels for curing.

The Deering dealer also has the advantage of carrying a stock of gasoline engines, cream separators, manure spreaders, hay presses, wagons and sleighs. All of these machines and implements are business getters throughout the year. If you want the bulk of the business in your territory for the coming season, contract to handle the Deering line. The blockman in your locality will give you full particulars concerning terms and territory, or you can secure this information from the nearest branch house.



Western Canadian Branch Houses :

Brandon, Manitoba
Calgary, Alberta
Edmonton, Alberta
Regina, Saskatchewan
Saskatoon, Saskatchewan
Winnipeg, Manitoba

International Harvester Company of America

(INCORPORATED)

CHICAGO U.S.A.

Stop the Little Leaks.

What are the chief sources of loss suffered by the retail dealer in agricultural implements and vehicles in his transactions with farmers? At this time when the collections season is in full blast, or should be, this question gives every retail member something upon which to ponder.

Undoubtedly the greatest loss members of the trade meet with are those occasioned by their own negligence in getting satisfactory security when selling the goods, in other words, their willingness to "take a chance" on the honesty and square-dealing of every buyer. Even in this age of commercial progress some men do not yet realize that "business is business." No dealer can afford to be negligent in the matter of credits. Farmers who have earned reputations as poor pays should ever be avoided.

Another source of loss through which the dealer is affected is when he is in a tight corner for cash and is compelled to accept settlement from creditors by granting reductions. By this course he expects to tide over his embarrassment and be carried through until he can get on his feet again. This course has landed many a dealer on the shoals of bankruptcy.

Another cause of loss is granting extensions of time on notes without securing interest after due date of payment. In granting extensions to customers every dealer should protect himself by interest for the granting of additional credit to that allowed at time of sale.

Every dealer is more or less affected by little leaks in his own establishment. These he should endeavor to prevent. The introduction of systematic methods will greatly help in this direction. By pursuing a careful economical policy, always giving due consideration to uniformity of profits and fairness to all customers, exacting his just dues when they are matured, the retail dealer is obeying sound business principles and should make a success of the business in which h is engaged.

"If ye please, mum," said the ancient hero, in an appealing voice, as he stood at the back door of the cottage on washday, "I've lost my leg——"

"Well, I ain't got it," snapped the woman fiercely.

And the door closed with a bang!

Studebaker Bros. Mfg. Co. appoint new Sales Manager.

MR. GEORGE E. KELLER.

We reproduce on this page a likeness of Mr. George E. Keller, who was recently appointed Sales Manager for the Studebaker Bros. Mfg. Co., of South Bend, Ind.

Mr. Keller comes to his new positions with splendid qualifications. He has had over twenty-five years experience in the sale of vehicles, during which time he has been both road salesman and sales-manager, and in every instance his record has been one of achievement.

Mr. Keller believes in keeping in close touch with the trade and its requirements, and is well and favorably known among vehicle dealers all over the country.

Under his energetic direction the sales organization of the Studebaker Bros. Mfg. Co. will no doubt move forward, if possible, to even greater achievements than in the past.

They're in our Trade too.

The clerk was most obliging, but the young woman customer was hard to please. Roll after roll of blankets did he patiently take down and show to her; nothing suited.

For some fifteen minutes this mock sale went on, then the young woman said condescendingly, "Well, I don't intend to buy. I was just looking for a friend."

"Wait a moment, madam," cried the clerk. "There is one more blanket left on the shelf. Maybe you will find your friend in it."

The best buggies for the money on the market

The "World" Line

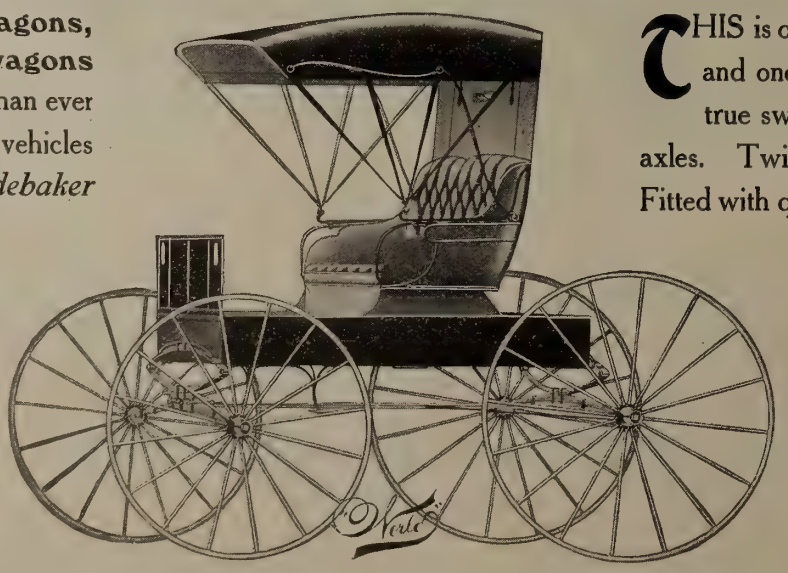
This splendid line of *medium grade work* grows in favor with the trade every year and we believe it is just a little better this year than ever before. *New "World" Catalogue* showing many new and attractive styles is now ready for delivery. Send for it.

Also ready—New Catalogue of popular priced "STUDEBAKER SOUTH BEND LINE" Business Wagons.

THE *Studebaker* line of **wagons, buggies** and **business wagons** is this year more complete than ever before. There are no better vehicles built than those made by *Studebaker* and none so well thought of or easier for the dealer to sell. You know and your customers know that the vehicle is right if It is a

Studebaker

Send for our New "World" catalog



THIS is our **No. 893N Auto Seat Buggy** and one of the best sellers ever built. Has true sweep, high arch, full wood capped axles. Twin auto seat, roomy and comfortable. Fitted with quick shifting device, by simply releasing two thumb levers top can be removed in 15 seconds. Finely finished and trimmed.

Studebaker

Brothers Mfg. Co.
SOUTH BEND, INDIANA, U.S.A.
World's Largest Vehicle Builders.

THIS SIGN P&O FOR QUALITY

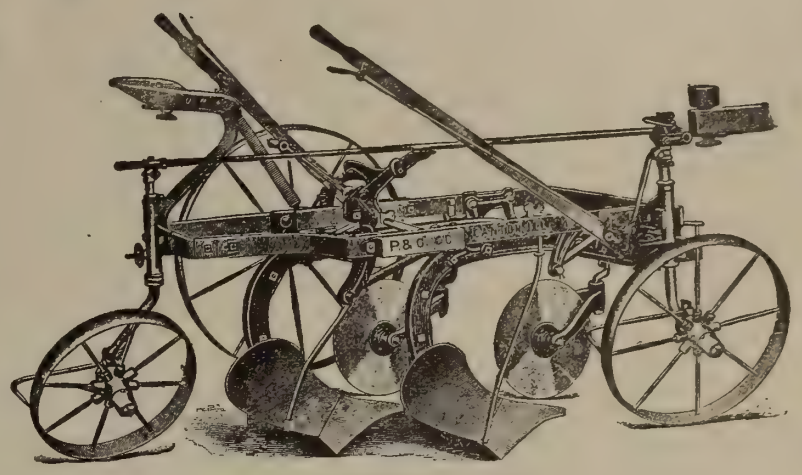
Diamond and Success

Gang and Sulky Plows

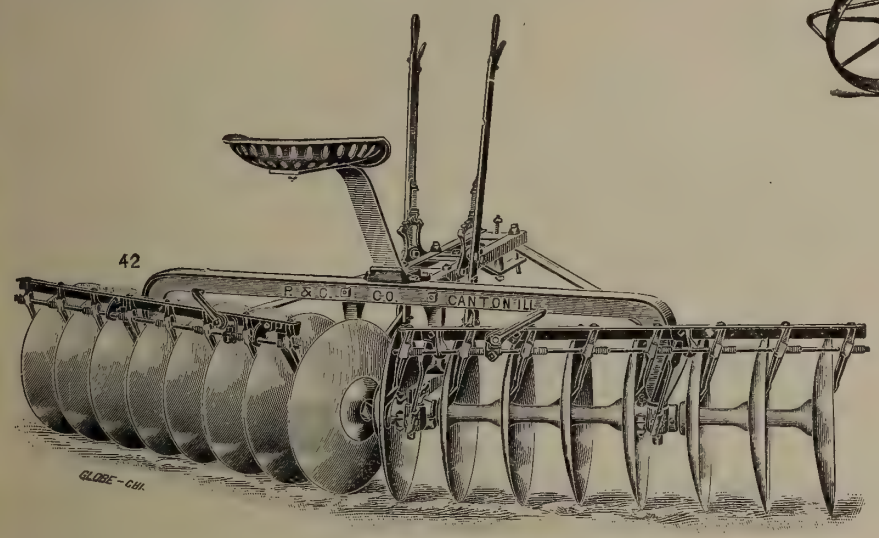
HAVE THE CALL WHEREVER QUALITY IS CONSIDERED

Built of best materials by men who have made plow building a study.

These plows combine simplicity, strength, durability and efficiency in a marvellous degree. Many exclusive features not to be found on other makes.



DIAMOND GANG PLOW



CANTON DISC HARROW

Canton Disc Harrows

are built for work and have won their reputation by their merits. Easily operated. No weight boxes. The arch is made of T-bar steel. Gangs swivelled directly on ends of the arch. Dust-proof bearings made from hard maple. Inner gangs held firmly down so centre of harrows cannot raise out of ground. Works perfectly on uneven land. Wide scrapers operated by one or two foot levers. Furnished with evener and neckyoke.

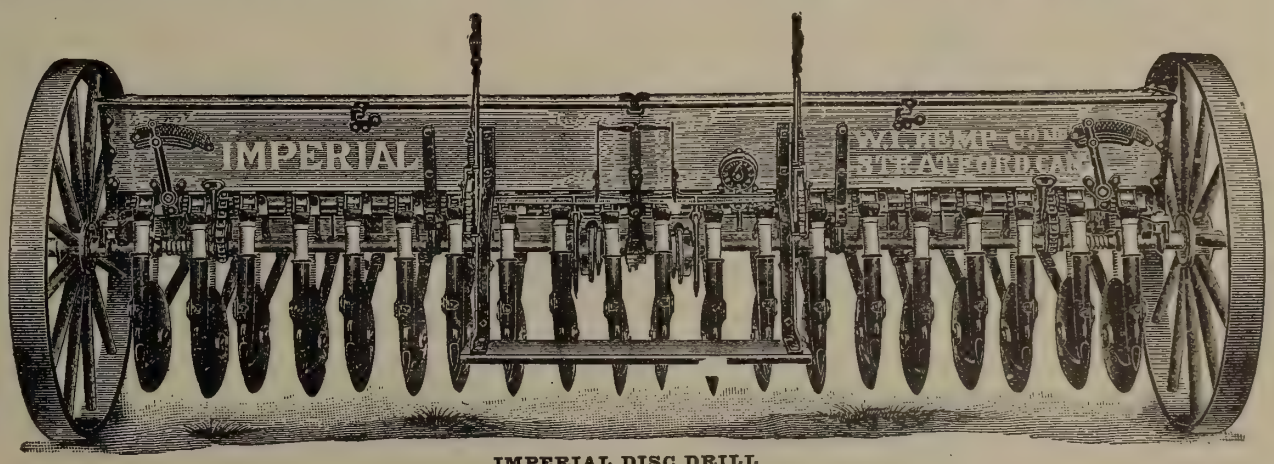
IMPERIAL HORSE-LIFT DISC DRILL

Horse-Lift.—Horses lift discs while drill is in motion.

Foot-Board.—Driver can step on and off at will without stopping team.

Chilled Disc Bearings.—Will last as long as discs and go a whole season with but one oiling.

Adjustable Drag Bar.—Seed rows evenly spaced in all kinds of soil.



IMPERIAL DISC DRILL

In addition to the above satisfaction-giving lines we offer you the agency for McKIE BUGGIES, W. I. KEMP CO.'S MANURE SPREADERS and WINONA and CANTON WAGONS. Our Proposition for 1909 embraces all that is desirable in an Agency Contract.

WRITE AND LET US SEND YOU OUR CATALOGUES.

Parlin & Orendorff Canadian Plow Co.

Branches:
REGINA CALGARY

WINNIPEG

Power for the Farm.

John Evans, Professor af Farm Mechanics O.A.C, Guelph.

In the daily round and common task of the farmer much of the hard routine work now done by manual labor could be as efficient ly and economically performed by some mechanical contrivance as by sheer brute force of the hired man. Now that even high price labor is scarce and extremely difficult to secure, every thoughtful farmer is contemplating how best to meet the situation so as to release somewhat the tention and strain of the strenuous life of the present day on the farm. Naturally his thoughts turn in the direction of installing some mechanical equipment to perform the heavy hum drum work and the question that troubles him sorely is what is the best "rig" to install to advantage, not only at the pump or feed grinder but also at the wash-tub, churn and separator. To the average farmer who is forced by circumstances to contemplate something seriously along this line and who has had comparatively little or no opportunity of seeing the different kinds of motive power and the methods generally adopted to apply them to all sorts of farm operations, the problem of selecting the right mechanical outfit which will meet all the requirements most satisfactorily is a vital and perplexing one.

There are two types of engines on the market, the two-stroke cycle and the four-stroke cycle. The operations taking place in the cylinder to produce continuous power are similar in principle and character in each type and effect the same results but the method of control is different. In a two-cycle engine there is an impulse of explosion for every second stroke of the piston while the four-cycle has four single strokes of the piston for every explosion. It is evident that given the same size, weight and strength of engine parts, the engine operating with the greatest proportion of working strokes will develop the most power so that the two-cycle engine has a decided advantage on this score, but owing to its later development, its various mechanical difficulties yet to overcome, it has not met with success like the four-cycle principle which better meets the requirements of power users, and manufacturers do not care to leave a ready market to perfect the two-cycle problem.

CONSIDER THE HORSE POWER OF AN ENGINE.

One of the weighty points for consideration is the horse power of the engine most suitable for farm work, but different localities are engaged in widely different kinds of farming. It is therefore impossible to arbitrarily say that a certain horse power will adequately meet all demands, say of a hundred-acre farm. The work to be done by the engine of course depends entirely upon the size and capacity of the machines to be driven and since in the diversity of farming practised a very wide range of machinery exists, it is necessary in order to help the farming community at large to have some basis on which to determine to one's own satisfaction what horse power best to buy. It is by no means economy to have a rated horse power very much higher than is actually needed to perform the work in hand. Of course there is no engine built that will last as long if it is run to the limit of its capacity all the time. There should be a reasonable allowance. A gasoline engine reaches its maximum horse-power when the governor is not acting. To determine the horse-power required a fair basis would be that the horse-power of the motor should be equal to that required by the largest machine driven, plus 25 to 50 per cent. of the power necessary to drive the other machines—25 per cent. when the machines need not be driven simultaneously with the largest one. This rule can be successfully applied to average farm conditions.

THE PLACE FOR THE LARGE ENGINES

The large engine, however, has its place where heavy class of work like threshing, filling silos, etc., has to be done. But the question arises: has the average farmer enough of this work to justify him in investing in a larger engine or would it be cheaper to hire some one making a specialty of that class of work to do it? Should the work warrant a large engine, have it large enough to handle the work successfully, indeed it should be so large that it would be good economy to have two—one small one which could be moved from place to place for the light work and the larger one.

Practically all the standard makes of the four-cycle engines are designed to take into the cylinder at each suction stroke the largest possible quantity of the explosive mixture that can be taken in by suction. Then this charge of fuel, as it is often called, is subjected to a compression somewhere between 40 and 90 pounds per square inch by the returning piston. On exploding this compressed charge gives forth a working force of nearly four times as great as the pressure of the gas at the point of exploding. Hence two engines of like bore and stroke running at the same speed would each consume very much the same quantity of explosive fuel if working under full load. But an engine having only, say 40 pounds compression pressure develops only half as much power as one under 80 pounds, so that the former would be wasting half its fuel or in other words would require twice as much fuel per horse power as the latter engine.

DIFFERENCE IN ECONOMY OF FUEL

It is surprising what a difference there is in engines in this respect and the economy of fuel should be looked into carefully. Tests demonstrate that low compression engines are "gasoline wasters." High compression engines about 85 pounds to the square inch give the best results. The smaller the horse power of the engine the more it will use relatively, and the best engine on the market will not get much. if any, under a gallon a horse power for 10 hours run under full load, despite the claims of manufacturers.

If there is a difference in engines in this respect there is of course a cause for it, and if so, what is it? To an economical engine a good compression, a good mixing and a good sparker, properly timed are absolutely essential. The first we have discussed. We shall now briefly deal with the remaining two. The nearer the mixture of air and gasoline approaches to a perfect gas, the higher the efficiency of the engine. It is generally considered that a proper mixture consists of one part gasoline to seven parts of air. Choose an engine with the mixer located near the head and requiring no regulation of the air. An engine drawing its charge through a long pipe is a hard starter, especially in cold weather. A small glass reservoir on the mixer saves much annoyance as one is able to see if the pump is acting, the tank empty or water in the gasoline. Next comes the method of ignition, the hot tube and the electric spark. The former is all but obsolete, the latter is divided into two kinds, jump and touch spark. Generally speaking jump spark has been adopted for high speed engines, the touch for slower speed power purpose engines. The jump spark has the advantage of no mechanical moving parts and is subjected to a little wider variation of the ignition point and is usually run with dry cell batteries. The touch spark is mechanically operated. The spark is produced by snapping a pair of contact points. As these points are separated after completing electric circuit there is produced a bright spark.

TIMING THE SPARK

The power of the ignition greatly influences the consumption of fuel which may be reduced from 25 to 30 per cent. in a given horse power by using the proper quality of apparatus. There should be some simple method of timing the spark. This is a very essential feature as the explosion should take place just before the piston reaches the farthest point back. The greater the speed of an engine, the more advance on the spark. This should be regulated so as to throw it past the centre for starting.

Avoid high speed engines for power purposes; the race horse is alright on the track but cuts a poor figure at the plow.

Speedy Handling of Splendid Crops.

We reproduce herewith a table showing the number of cars of wheat and all grains inspected at Winnipeg for the months of September, October and November in the years 1905, 1906, 1907 and 1908.

From a glance over this table readers will speedily come to the conclusion that both to the farmer and the railroad companies the season of 1908 was particularly favorable. It demonstrates the truth of the statement that the farmers harvested and threshed a most profitable crop, and it establishes the fact that the railroads have handled it in record fashion. The table is as follows:

Inspections for September—	1908	1907	1906	1905
Wheat, cars	9,847	1,262	7,085	6,108
All grains	11,018	2,381	7,141	6,283
October—				
Wheat, cars	14,394	9,094	13,188	13,544
All grains	16,812	10,641	12,066	13,848
November—				
Wheat, cars	17,509	10,341	10,216	11,231
All grains	21,058	12,786	11,657	12,022

FAMOUS MOLINE PLOWS

And other Flying Dutchman Farm Tools.

Mandt Wagons and Farm Bob Sleighs, Crescent Wagons, Ideal Feed Mills, Horse Powers, Webber Fanning Mills, Munro and McIntosh Buggies and Cutters, National Manure Spreaders, Success Harrow Carts, Etc., Etc. Every Article a Winner.

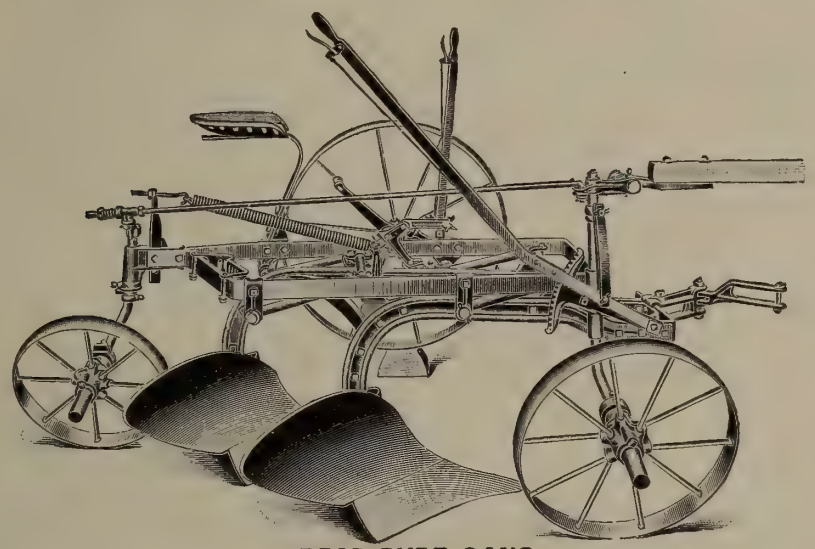
Best Ever Sulky and Gang Plows

Foot Lift in Fact as Well as in Name. Raising the Plow Levels the Frame.

Far and away Ahead in the Foot Lift Class.

Combinations of valuable and Exclusive Features.

"Best Ever" shares don't break.



BEST EVER GANG

Beautiful Designs and Models of Simplicity.

No fine-haired Mechanism to get out of Order

Simplest, most durable and best working plows on earth.

Interchangeable HOE SHOE SINGLE AND DOUBLE DISCS

MONITOR DRILLS

MADE to work right.

MADE to wear right.

MADE to please the farmer.

MADE to get the BUSINESS for the dealer.

The Monitor Plant is now a branch of the Moline Plow Co. This means that our guarantee goes with every machine sold. Many new and valuable features have been added to the 1909 Drill.

THE LATEST IMPROVEMENTS ARE ILLUSTRATED IN OUR CATALOGUE. ASK FOR IT.

Canadian Moline Plow Co., Winnipeg

Distributing Warehouses: REGINA, CALGARY, SASKATOON.

CANADIAN FARM IMPLEMENTS

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF AGRICULTURAL IMPLEMENTS AND VEHICLES.

Published Monthly by
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F. D. BLAKELY, Manager
901-2 UNION BANK BUILDING,
WINNIPEG, - - CANADA
Telephone 518

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solicited from dealers, jobbers, general agents, travelling salesmen, manufacturers and others, on matters pertinent to the agricultural implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign name. This paper reserves the right to edit all matter submitted but does not undertake to endorse opinions expressed in its correspondence columns.

Member Western Canada Press Association.

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WINNIPEG, CANADA

DECEMBER, 1908.

Our Christmas Wish

In the cycle of time we again approach the termination of another year. Soon December will have passed and nineteen hundred and eight, a year of moderate progress, prosperity and peace, will have gone down into the silent tomb of the dead centuries,—there to mingle and be numbered with the atoms of the great eternity that have preceded it.

Like milestones, Christmas seasons come to mark the passing of the years on the way of time. Each comes and accentuates the changes that have taken place in men, things, and conditions unforeseen at the celebration of the last. Men have gone, many of them old friends, others have come to fill their places; things have changed, decayed and been created; conditions have either become worse or are greatly improved. As we meditate on this everlasting changing the thought is forced upon us that for many here now this may be the last milestone in our tenure of human existence, therefore should we live so that when the summons comes to call us over to that land from which no traveller returns, we can "wrap the drapery of our couch about us and lie down to pleasant dreams."

But such thoughts as these worry us little now. The grave solemnities of life are forgotten at this season when gladness reigns supreme. Sorrows and cares and all the petty grievances that go to make up the burden of life are rushed behind the scenes, while the centre of the stage is devoted to mirthful festivities, joys and pleasures. Now, too, it is, when the spirit of "peace on earth, goodwill toward men" is rampant in the land, scattering its many blessings of love and good fellowship among the sons of men.

Like all the rest of humanity we have had our share of troubles and ills, blessings and joys during 1908, and while we have suffered temporarily from the former we have been more than compensated by the latter. To our readers and advertisers we return thanks for their hearty encouragement and generous patronage. The year taught us many lessons that will make for improvement in the future, and that the trade shall reap the benefit is our only aim, and our continual hope.

That every member of the agricultural implement and vehicle business, located on the broad bosom of our fertile prairies, or in the thriving centres of industrial life throughout the country, may have a very Merry Christmas, a Bright and Happy New Year, and a greater measure of prosperity in the year 1909 is our sincere wish.

Wanted :—An Early Ruling.

To date no announcement has been made by the Board of Railway Commissioners for Canada with respect to the Winnipeg rates case. It is now over a year since this matter was first presented to the Board, and a year on November 25th last since the present rates went into effect. Western business men like results and, as a rule, they detest this hanging fire proposition. It is pretty nearly time the Board were giving a ruling on the evidence so thoroughly presented to them.

The same thing may be said of the express rates matter. Much detailed information concerning the rates in force in the West in comparison with those of the East, over similar mileage, was compiled at great cost of time and trouble over a year ago. This was promptly forwarded to the Commission, but as yet nothing has been heard on the matter. It is time some action were taken to bring the subject before the Board again.

Let Us Help You.

As we make preparations for the opening of another year there is a point we desire to impress upon our reader. It is that the mission of Canadian Farm Implements is one of helpfulness to the dealers of Western Canada, as well as to the jobbers and manufacturers who supply this trade. It is our ambition to make every issue of greater value than the last, and to establish a reputation among the dealers that will lead them to regard this paper as their reference book.

We want to help every man solve the knotty problems that so frequently crop up in mercantile life, and if we ourselves do not know the solution we will find someone who does.

If your system of operation is susceptible of improvement we can help you. If your method of bookkeeping is laborious and difficult perhaps we can refer you to something simpler and more efficient.

If you want anything in the way of office or store furnishings it is a dead certainty that we can put you in touch with all the latest and best.

Do you require information regarding a certain line of goods or about the standing and reliability of the concern handling them? We can fix you up.

Are you in doubt as to what class of goods will be most in demand in your district. Write us the conditions. We've helped other dealers, probably we can help you. The only way to find out is to communicate with us. All matters are treated as strictly confidential. Let us come to your aid.

Investigate Farmers' Excuses for Non-Settlement.

Just because it is the holiday season is no reason why collections should be given a rest. Up to date the returns have been doing moderately well but even better results are expected before the beginning of February.

A few cases have been brought to our attention lately where a number of dealers have suffered at the hands of unscrupulous farmers. The latter were in their debt and endeavored to avoid meeting their obligations by putting forward the excuse that they had not the money owing to not having marketed their grain. One of the dealers, who spoke on the subject, decided to investigate such a farmer, with the result that he found practically all his crop marketed. Other merchants in his town had been able to get settlement while the debtor had given this dealer the "go by."

In view of the possibility of other farmers, of the same class, working this scheme in other districts, it is imperative that every dealer investigate the truth of such statements as are poured into his ears. While it is well to accord the honest debtor every consideration if he meets with misfortune, it is not right that similar generosity should be granted the man who deliberately attempts to secure an extension of his credit through fraud.

The credit policy of every retail house should be a decisive one. When the terms of the obligation mature a dealer should expect to get, and should insist on getting his money. It is very generally considered that the most successful business man is the one who gets his collections when the money is due. It's a very accurate criterion of a dealer's ability and jobbers and manufacturers are giving more attention to it each year.

How to Curtail Peddling.

On several occasions during the past year we brought to the notice of our readers the great injury being done the trade in several states across the line by buggy and stove trailers. The sales of this itinerant class were usually held in towns which impose only a nominal or no tax upon peddling and auctions. In some places the regular dealers got together and, anticipating the coming of these peddlers, induced the local authorities to pass an ordinance making the cost of a license, for such work, $50 per day. It is needless to say that this plan proved most effectual in curtailing this sort of business. We merely give it here as a suggestion to the dealer who feels that the legitimate dealers and merchants of his community are suffering.

Splendid Outlook for Trade

Trade conditions in 1908 were, everything considered, very satisfactory. While many of the dealers in the older sections of the country did not have the large volume of business usual in a year of general prosperity, the very fair business done by the new men in the newer districts succeeded in bringing the aggregate of trade to the jobbers and manufacturers up to that of an average year. In the face of past conditions such a showing is exceedingly gratifying.

Nothing more clearly indicates improvement in trade than the bank clearings, which for November were the highest in many months. Collections are turning out particularly well, and one of the leading jobbers recently told us that it would be no surprise to them if they succeeded in collecting seventy per cent. of their utstanding paper before the beginning of February. Dealers from different points through the country also report a ready movement of money, while some have stated that they have had less difficulty in getting settlements this season than ever before.

Not only has 1908 been a very satisfactory one from a trade standpoint but such progress has been made in the development of the West that means better business for the manufacturer, the jobber and the retail dealer in the year to come. Since last spring considerably over a thousand miles of new railway have been opened for traffic, tapping practically new territory so far as business in implements and vehicles is concerned. The number of homesteads that have been taken up during the year is another source of satisfaction.

There are splendid prospects for 1909, and with average conditions throughout the year it should prove the most profitable for the commercial interests of this country.

Stick By Your Resolutions.

Just about this season of the year we commence to make our resolutions for the future, and as the dealer is as prone to this kind of thing as all the rest of mankind there are a number of things which, we would remind him, should be included among his good resolutions.

Every reader of Canadian Farm Implements knows that the most important resolution in the business world is to treat all men fairly and honestly. In other words "do unto others as you would have them do unto you."

Then resolve to see that your business is established on a sound profit-making basis. There are too many men connected with the implement and vehicle business who are not getting all out of their work there is in it, for the reason that they have failed to found their system of operations on those principles that go towards making success almost certain. There is too much cutting of prices, especially by new beginners after trade. There is too much trading in old machinery going on, and there is too much injudicious granting of credit.

To get onto a proper and profitable basis these things must be eliminated. Until every dealer fully realizes this the business will not be all that it ought to be. If every man in the retail trade would resolve to do away with those things, and pursue his course, despite the backslidings of his competitor, there would soon be a change for the better.

Then there is the resolution against the conditional order. No dealer wants an order with a string attached, and none should accept such. If the trade had an acknowledged policy on this question it would be for the benefit of everybody. The same thing applies to the repairing of old binders, etc., without charge. Where is the sense in this? It is always a source of loss to the dealer, and yet many continue it despite all that can be said against it.

The making of resolutions might be continued indefinitely, but what's the use? The few we have recited are well worth the consideration of and adoption by every member of the retail trade. Every man should take a stand on these irrespective of the course held by his competitors. Because one man in a community is satisfied to work for less than that to which he is justly entitled the fault lies with him and he suffers the loss. Principles are a valuable thing in any business. The man without them is a loser in the end.

Make up your mind to get a profit. That's the basis of success in any business.

H. P. Coburn, Vice-President and General Manager of the Sawyer-Massey Co., Dead.

On November 25th, Canada lost one of her most prominent threshing machine manufacturers, in the person of Henry Peter Coburn, vice-president and general manager of the Sawyer & Massey Co., which took place at his home in Hamilton on that date. Deceased had not been ill for any length of time, death resulting from a stroke of paralysis.

For over forty years Mr. Coburn was connected with the Sawyer & Massey Co. He was born at Dracut, Mass., in 1835, his ancestors being ranked among the early pioneers of the New England States. He was educated at Andover, Mass., and on completion of his education entered his father's general store. Subsequently he came to Hamilton, and became associated with the late Mr. L. D. Sawyer, then at the head of the Sawyer Co. His first position was in connection with the collections and sales department. His natural ability soon brought him to the attention of his superiors and he was speedily advanced, until he became a partner and eventually general manager of the business. Under his direction the business increased marvelously until it became recognized as one of the most extensive of its kind in Canada. When the change of organization took place, and the Sawyer & Massey Co. was created, Mr. Coburn was appointed vice-president and general manager, which office he occupied up until the time of his death.

On many occasions the late gentleman was importuned to enter public life, but consistently refused. He devoted his whole time to the duties of his office. In public acts Mr. Coburn was extremely unostentatious, though he did much towards the advancement of worthy objects in Hamilton.

Mr. Coburn visited Western Canada on many occasions and was a great believer in the future of this country. He was known to many dealers, while among manufacturers and jobbers of the country he was highly respected.

Personals.

Mr. T. McKnight has opened a carriage and saddlery business in Winnipeg.

Mr. John Ashton has started an implement and vehicle business at Zealandia, Sask.

McCartney Bros., is the name of the new firm of implement dealers at Semmons, Sask.

Mr. W. T. Fuller recently opened up in the implement and livery business at Allan, Sask.

Tait & Job, dealers at Dauphin, Man., have disposed of their business to J. A. Reid & Co.

Mr. R. H. Defries, has opened up in the implement and vehicle business at Kinley, Sask.

Millan & Gemmell have opened for business in implements and vehicles at Melfort, Sask.

Mr. Jno. Benson recently established an implement and vehicle business at Outlook, Sask.

Mr. J. P. Swedberg has gone into the implement and vehicle business at Harrowby, Man.

The firm of Madison & Ness, dealers at Canora, Sask., are understood to have closed out.

Mr. E. O'Neil is the name of a recent beginner in the implement and machinery business at Outlook, Sask.

Mr. H. Anderson has succeeded to the implement and vehicle business of Mr. W. H. Myers of Kinistino, Sask.

Mr. W. W. Milliard, implement dealer at Olds, Alta., was recently succeeded by a firm to be known as Dake & Wedge.

Mr. W. W. Stauffer recently purchased the business formerly operated by M. W. Morrow, at Holland, Man.

A new implement concern was recently established at French, Sask., by partners known as Broughton & Phillips.

Wilson & Parke is the name of a new firm of implement and vehicle dealers who opened in Red Deer, Alta., during November.

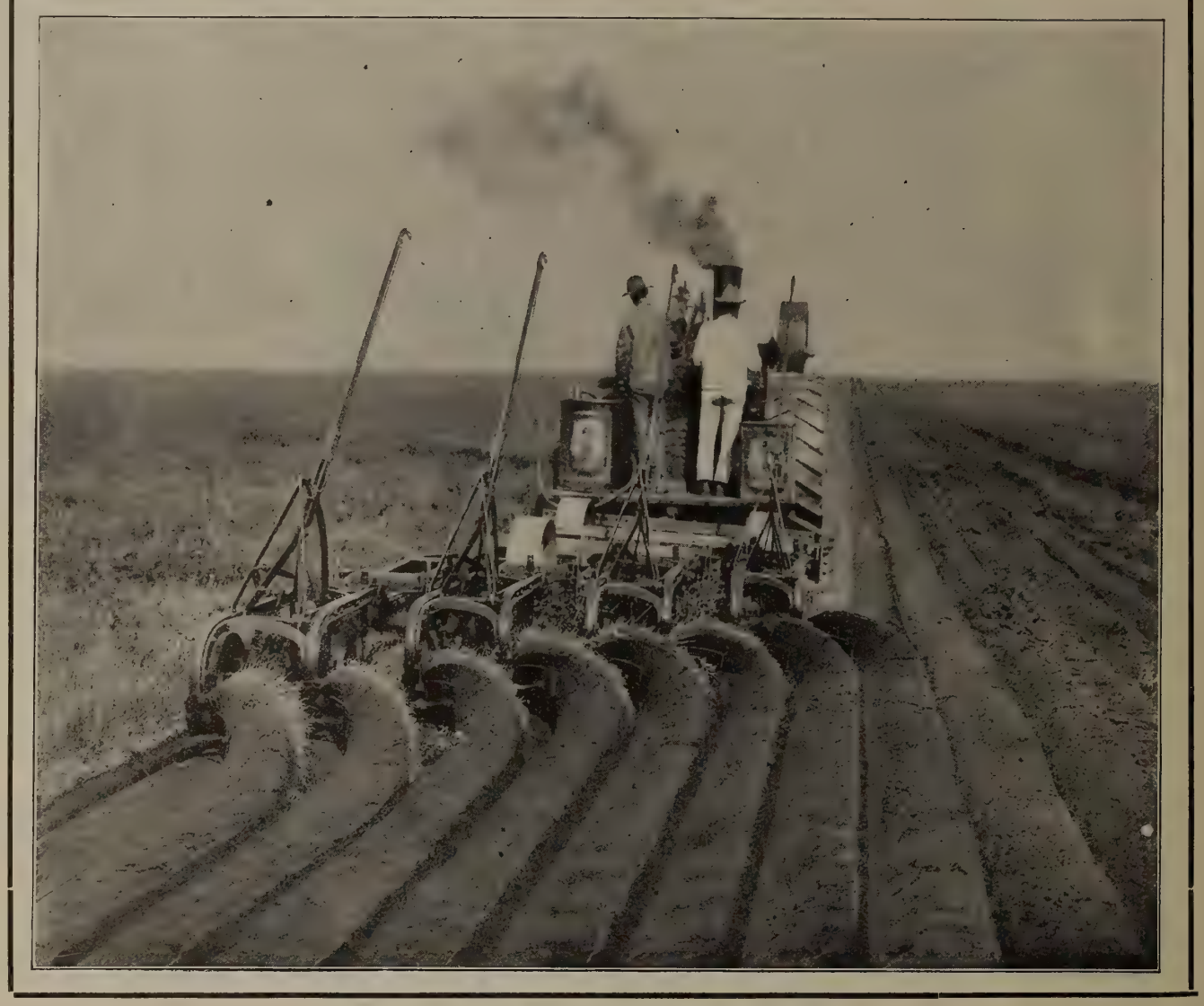
Mr. T. A. Johnston, the well-known retail dealer of Glenboro, Man., recently sold out his establishment to Mr. C. Christie.

Scott Bros., of Lloydminster, Sask., have made application to have their firm name changed to The Northern Hardware Co.

Mr. A. C. Chaytor, one of the best known dealers at Roland, Man., was succeeded during the past month by Mr. C. S. Jones.

(*Continued on page 26.*)

JOHN DEERE BIG ENGINE GANG



Made in 6, 8, 10, 12 and 14 bottoms.

Mounted on wheels, all wheels completely covered ; dust proof bearings ; front wheels castor.

Frame covered with plank platform.

Beam hitch with screw adjustments ; operator can adjust plow while in motion ; individual gang of two plows operated with one lever.

Each pair of plows have a wheel between the beams. The gang is carried on this wheel when it is raised.

The plow beams, and bottoms, are flexibly and independently attached to a triangular steel frame of very strong construction.

Breaker and stubble bottoms are interchangeable on the same beams.

A DEERE AGENCY GIVES YOU CONTROL OF THE BEST ENGINE GANG EVER BUILT.

JOHN DEERE PLOW CO. LTD.

WINNIPEG

REGINA CALGARY EDMONTON

VAN BRUNT DISC DRILLS

THIS IS TRUE OF THE VAN BRUNT:

Made in sizes 12-14-16-17-18-20-22-24. Single and Double Disc or Shoe—Interchangeable.

¶ **Appearance is in its favor**—Well built and braced. well painted, not clumsy, not dainty, but substantial and strong. Customer's first impression is favorable.

¶ **Its working merits** are then explained—How it makes a perfect seed bed, plants any desired depth, will not clog in gumbo or trash, its light running long distance bearings.—The sale is made,

¶ **After seeding and harvest** the farmer brags abou his drill, what it is and does—Thereby is Van Brunt reputa tion made.

¶ **Made in single, double disc and shoe**—Interchangeable. Furnished with Foot Boards or Seat.

IT'S A FACT—There is no other just as good.

NEW-DEAL WAGON

NEW-DEAL WAGON—is made of air-seasoned lumber.

NEW-DEAL WAGON—is equipped with double collar skein

NEW-DEAL WAGON—skeins are dust-proof, therefore will hold grease longer and run easier than other.

NEW-DEAL WAGON—skein is heavier ; bell is longer and larger, taking in more axle.

NEW-DEAL WAGON—has riveted grain cleats (not nailed or screwed).

NEW-DEAL WAGON—has reinforced bottom both front and rear.

NEW-DEAL WAGON—has clipped gear both front and rear.

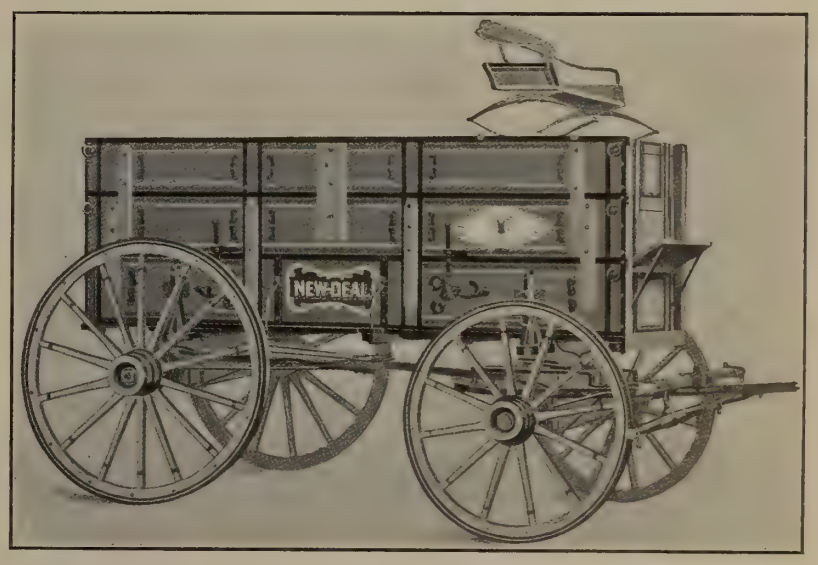
NEW-DEAL WAGON—has a box that is flax tight.

NEW-DEAL WAGON—is extra well painted, striped and finished

NEW-DEAL WAGON—possesses a great many distinctive features of merit.

NEW-DEAL WAGON—Has Trussed Tongue. Cannot break or warp.

NEW-DEAL WAGON—Has Channel Iron Reach. Really indestructible.



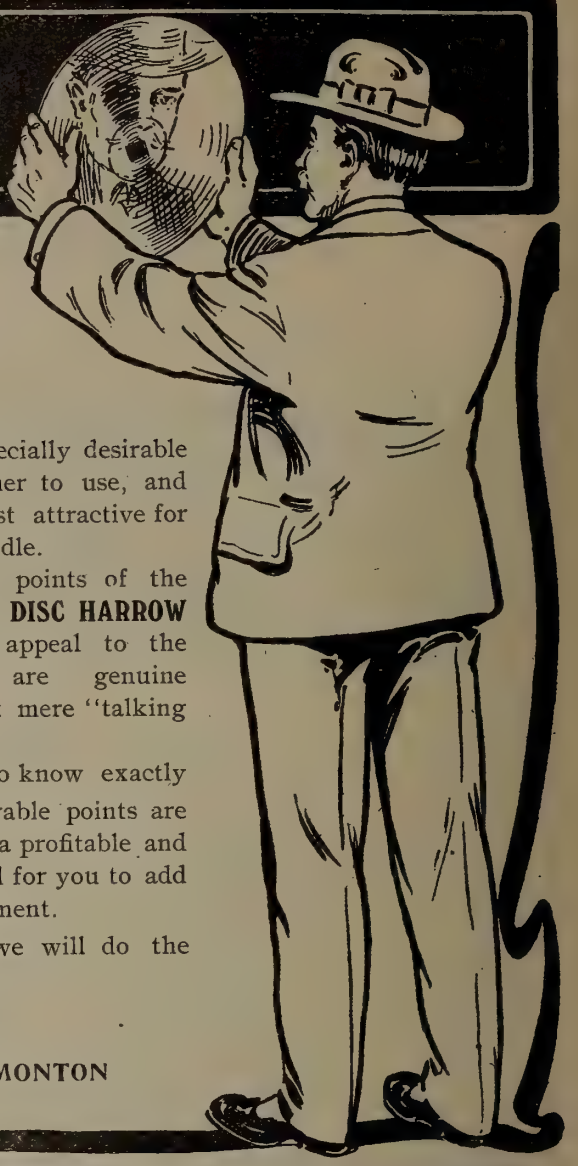
New-Deal Wagon.

John Deere Plow Co. Ltd.

WINNIPEG

REGINA CALGARY EDMONTON

Look Into It

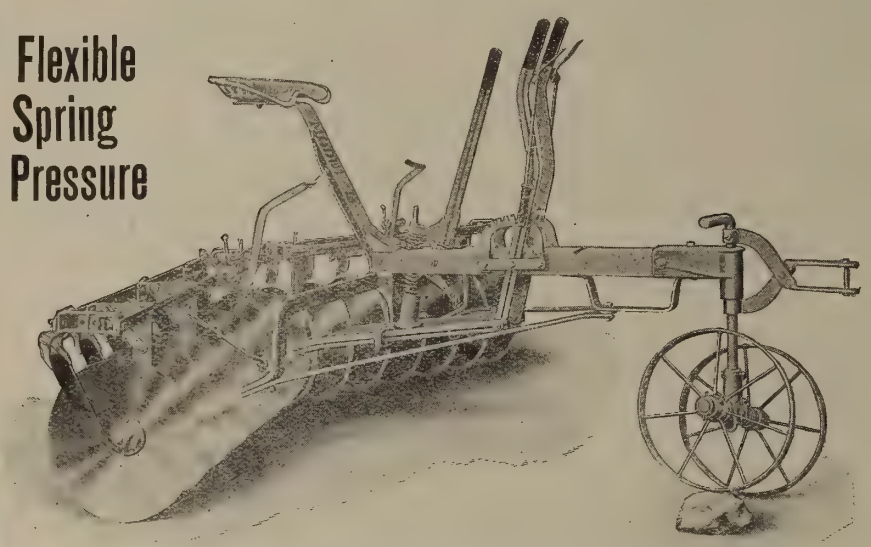


You can see yourself that the distinctive features appearing throughout the

Deere Model B Steel Frame Disc Harrow

with new combination tongue truck and fore-carriage

Flexible Spring Pressure



make this an especially desirable tool for the farmer to use, and therefore the most attractive for the dealer to handle.

The valuable points of the **DEERE MODEL B DISC HARROW** are points that appeal to the operator—they are genuine benefits and not mere "talking points."

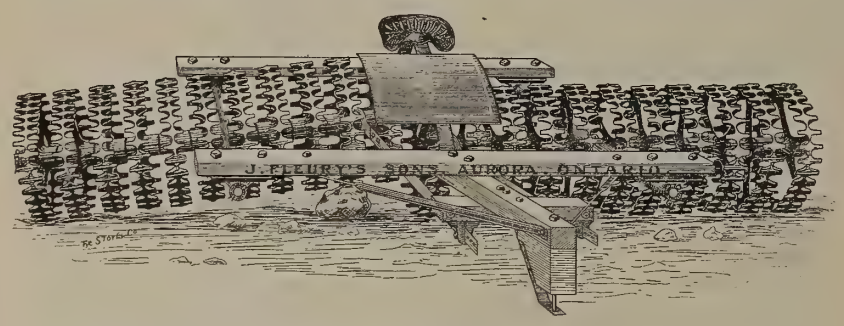
We want you to know exactly what these desirable points are and why this is a profitable and quick-selling tool for you to add to your establishment.

A line to us—we will do the rest.

JOHN DEERE PLOW CO., LTD.

WINNIPEG REGINA CALGARY EDMONTON

Fleury's McAllum Pulverizer



16 and 22 section with one tongue. 22 and 24 section with two tongues.

There are a great many pulverizers that in appearance look like the above cut, but in construction there is a great difference.

The Fleury's McAllum Pulverizer is the only one on which the **Ends of the Hubs are chilled,** which greatly reduces the end wear on the wheels.

Hinged axles which allow pulverizer to accommodate itself to uneven land.

Well made out of good material—both iron and wood, well painted and nicely striped.

The Fosston Grain Cleaner

is the Grain Cleaner Your Trade wants.

Here are Fosston Facts--

The only **Patented Feed Device**—whieh allows grain in Machine only when running—Feeds full width of sieves.

A **Patented Gang** for separating wild or tame oats from wheat. Composed of a series of nine perforated zinc screens.

A **Bottom Screen** thirty-six inches long. Under this screen is arranged a patented cleaning rack to keep bottom rack clean. Special attachment for separating wild or tame oats from barley. Screens for cleaning all kinds of grain. Bagger can be attached in five minutes.

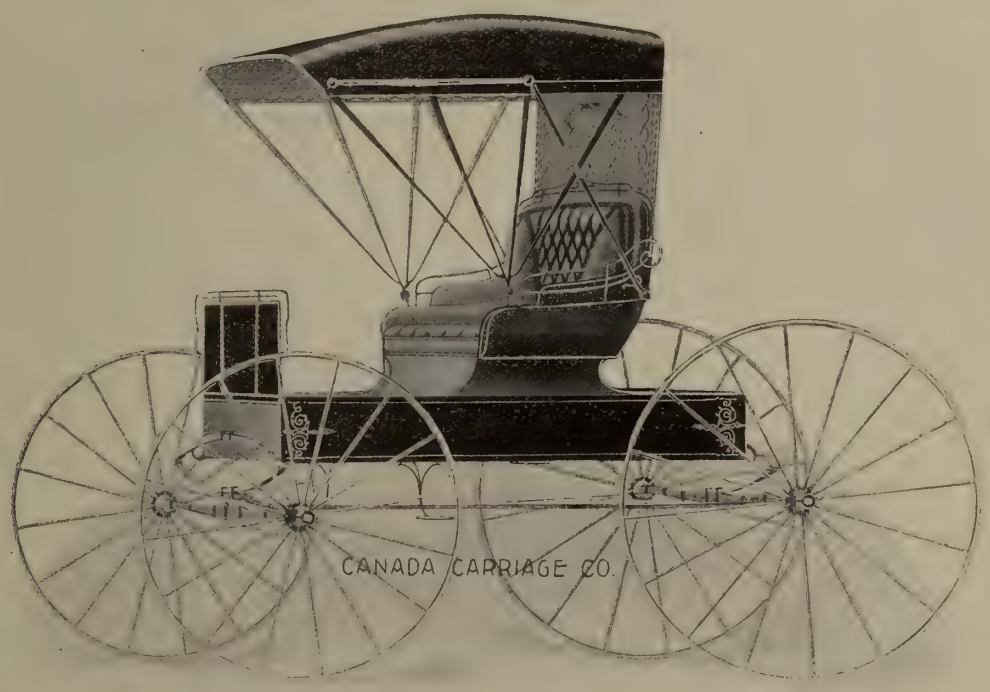
John Deere Plow Company, Ltd.

Winnipeg Regina Calgary Edmonton

BROCKVILLE VEHICLES

THE KIND THAT SELL

EXCLUSIVE FEATURES USED ONLY IN BROCKVILLE VEHICLES



No. 553

Many new features will be introduced in the Brockville Vehicles, made by the Canada Carriage Co., for the year 1909.

It's the line to push. They sell and make friends.

The above cut is one only of 155 shown in our large Vehicle Catalogue No. 36, and Reindeer Catalogne A.

We have the line you want to make the vehicle business bring you in a **GOOD PROFIT.**

If you have not received our Vehicle Catalogue drop us a line and it will come.

JOHN DEERE PLOW CO., LTD.

WINNIPEG

REGINA CALGARY EDMONTON

(*Personals continued from page 21*)

It is reported that Mr. A. R. Shea is going out of the implement and vehicle business which he has been operating at Radisson, Sask.

Mr. Wm. Antliff, manager of the Melotte Cream Separator Co., was out of the city on business for his firm during the past month.

Mr. J. G. Nicholson a short time ago took over the implement and vehicle business of Johnson & Carlson, at North Battleford, Sask.

Mr. H. W Hutchinson, general manager of the John Deere Plow Co., recently made a trip to various points west in the interests of his company.

Mr. T. McGirr is going to carry on the agricultural machinery and vehicle business heretofore carried on by McGirr & McDonald, at Balgonie, Sask.

Mr. F. Boap is the name of a new man in the trade at Airdrie, Alta. He took over the business formerly conducted by Mr. T. E. Farr.

Mr. R. J. Wells, implement dealer at Nokomis, Sask., recently turned over his business to Jamieson & McKirdy, who will operate it in future.

Mr. J. J. McBurney, who has been engaged in the implement business at Brookdale, Man., for a number of years sold out a short time ago to Mr. A. Cleghorn.

On December first Mr. R. B. Thompson took over the implement and vehicle business previously conducted by Lyons & Thompson, at Lloydminster, Sask.

The destructive fire that visited Bannerman, Man., recently destroyed the warehouse and stock of Dickson & Co. It is not known the amount of insurance they carried.

Mr. J. C. Reid, of Deloraine, Man., vice-president of the Manitoba Retail Implement Dealers' Association, was in the city during the early part of December on a business trip.

McBride & Anderson, agricultural implement and vehicle dealers at Caron, Sask., is the name of the new firm that recently took over the business of Mr. F. F. McBride, of that place.

Mr. E. A. Mott, Western manager of the Cockshutt Plow Co., was West on a trip in the interests of his firm since our last issue. He stopped off at Brandon, Regina and other points.

Barry & Sons, who have been doing an implement and a flour and feed business at Kuroki, Sask., recently disposed of their implement and vehicle interests to a concern known as Oats & McTaggart.

The partnership existing between Rowlatt & Thompson, implement dealers at Gladstone, Man., has been dissolved. Mr. John A. Rowlatt will continue to conduct the business.

We regret to announce to the trade that Mr. W. W. Rutan, M. P., who was recently returned for the constituency of Prince Albert, has sold out his implement and vehicle interests at Melfort, Sask., to Dawson & McEwan.

Mr. J. H. Gordon, who has been running an implement and hardware business at Duck Lake, Sask., sold out the latter a short time ago to Mr. W. J. Pozer. He will now lend all his energies towards developing his implement and vehicle trade.

Mr. H. P. Kane, manager of the M. Rumely Co.'s branch house at Grand Forks, N.D., visited Winnipeg about three weeks ago in company with Mr. Leo. M. Rumely. Mr. Kane reports excellent prospects for trade in the North Western States during the coming year.

Mr. Geo. R. Bowles, of the travelling staff of the American seeding Machine Co., who has been laid up for some time with rheumatism, recently went to Arkansas Springs, Arkansas, for treatment. It is hoped, and expected, that he will again be able to resume his duties about the first of the year.

The Raymond Mfg. Co. recently moved from Smith street over to the Pulford Block at 312 Donald street. Here the company have established comfortable office and showroom quarters, where they are prepared to show visiting dealers a full line of their well known Raymond sewing machines and National cream separators.

Mr. John Stevens, president of the John Stevens Co., went east to London, Ont., about the beginning of December. He expected to be back in Winnipeg by December 20.

The DeLaval Separator Co. are making a number of additions and changes to their office quarters at 14 and 16 Princess St. They are taking off a piece of their shop and converting it into an office for Mr. Neil Dow. The location Mr. Dow formerly occupied will be devoted exclusively to showroom purposes. Speaking of trade prospects Mr. Dow informed us that the outlook for the coming year was exceptionally bright.

Mr. E. E. Ffolkes, president and general manager of the Wilkinson Plough Co., of Toronto, accompanied by Mr. Thomas Tinline, the assistant manager of the company, was in Winnipeg about the close of last month on a visit to their Western representatives, the Stewart Nelson Co. Speaking with respect to business conditions Mr. Ffolkes expressed great satisfaction at the outlook. "For the first time," he said, "Western business men show a unanimity of opinion respecting the collections situation and the prospects for future trade. The general cleaning up that has taken place in Canada, from Halifax to Victoria, within the past 18 months is finished and I expect to see splendid trade conditions prevail during 1909." Both Mr. Ffolkes and Mr. Tinline were looking very well and both returned home well pleased with their visit.

Mr. Leo. M. Rumely, sales manager of the M. Rumely Co., the well-known engine and separator manufacturers of La Porte, Ind., was in the city about the end of November visiting the branch office of his company which was established here about a year ago. Mr. Rumely stated that his company had had a most profitable season and that all were very well satisfied with the volume of business secured in Western Canada. While no definite information could be secured from Mr. Rumely on the subject it is understood that this concern intend opening a branch house in Winnipeg. In the past all Western Canadian business has been done through the firm's branch house at Grand Forks, N. D. It is not known whether the Rumely Co. will lease, build or buy a warehouse in Winnipeg, but it is confidently expected that they will be established here in quarters of their own within a few months, After leaving Winnipeg Mr. Rumely proceeded west visiting Regina, Spokane, Wash., Salt Lake City, Utah, before returning to the company's North Dakota headquarters at Grand Forks.

Mr. H. L. Knight, assistant trade manager of the Rock Island Plow Co., Rock Island, Ill., was in the city for several days just before the beginning of December calling on the John Stevens Co. who handle his company's goods in this territory. It was this gentleman's first trip to the Gateway City, the size and appearance of which was a great surprise to him. With regard to business conditions in the South, Mr. Knight stated that the past month witnessed an improvement in all directions. His company, which has been reorganizing its selling policy, is making preparations to handle a larger trade than ever before, and Mr. Knight thinks that with the present prospects in the south, as well as on this side of the line, there is no doubt but they will get it. He returned home about December 1st.

Mr. O. H. Berkey, manager of the Canadian Moline Plow, recently returned to his desk from a trip south and east. While away he visited: Chicago, Moline, Toronto, Alexandria, Ont., and other points.

The following gentlemen attended the annual Western Canada meeting of the American-Abell Co. held in Winnipeg early in December Messrs, F.E. Kenaston, President; S. O. Bush, Vice President; T. A. Drummond, Manager for Eastern Canada; L. J. McDonald, Manager for Saskatchewan; E. Selfors, Collection Manager for the West, and Lawrence Hartshorne, General Manager for Western Canada. During the meeting the winding up of the present season's business was transacted and arrangements made for the coming year. It is understood that the latter will be in accordance with the requirements of the rapidly developing West. All were pleased with past business and enthusiastic regarding future prospects.

Mr. John Turnbull, Assistant Manager for the Sawyer & Massey Company here, recently left for a brief visit to his home in Hamilton. He was called East owing to sickness.

Mr. Z. K. Carson, Manager of the P. & O. Canadian Plow Co., recently returned from a trip to his company's branch at Regina. He then left for the factory at Canton, Ill., where he intended spending the Christmas Holidays.

If you have a grievance or story of interest to the trade write us.

Advertise your line now. The conditions warrant a live publicity campaign.

The first external revelation of dry rot in men is the tendency to lurk and lounge.

The Manufacturer---the Dealer

"Napoleon once said that every square yard of land reduced from a state of nature to a state of cultivation broadened the foundation of civil liberty just that much. This sound, economic truth can be paraphrased by saying that with the manufacture of every additional implement there is added to the superstructure of our world-wide reaching civilization a stone that lifts it that much higher into the sunlight. In earlier days the tool was the symbol of industry and progress, but the tool has now lost its identity in the mighty machine that moves its thousand arms to toil for man.

The implement of to-day, in its magnificent and watch-like niceties of construction, is the measure of man's progress from the infancy of racehood to the present. A great thinker once said: "Show me a peoples' songs and I will show you their progress in wisdom." Better might he have said: 'Show me with what aids the people tempt the fruitful soil to yield of its abundance, and I will show you what has been their progress from barbarism to refinement.'

The agricultural implement maker stands close to the heart of humanity. He appeals to the individual, to the desire to advance, to the spirit of industry, to hope and ambition. He is the genius of our civilization, the pioneer of true and abiding progress, and the arbiter in the great make-up of our destiny for good in the onward march of all peoples to our ultimate aim and end," thus says the editor of the Export Implement Age and so say we.

In addition, however, we'll say that if the maker of implements stands close to the heart of humanity how much closer to the heart of the consumer of these machines stands the dealer who sells them. Every beat, every vibration, every variation of the pulsations of this mighty heart's action is recorded through him by the manufacturer. Every dealer is the living magnet that draws the consumer and the maker together and the keystone that holds them there. We pay our tributes to the manufacturer, but we never forget the man who, through hardships and unending labor, has succeeded in making the manufacturer's business what it is.

Idleness is the sepulchre of the living man.

Australian Farmers Want Cheaper Implements.

Delegates from the Trades and Labor Council of Western Australia are asking for the manufacture and sale of agricultural implements and machinery by the state, in order that a great burden of expense may be lifted from the farmers. In no way, urged the council, were farmers subjected to greater exactions than in the purchase of agricultural implements. The government has established the Agricultural Bank in their interests, but after acquiring their land by this means many farmers had either to obtain from the agents on very severe terms the machinery needed for putting in and reaping the crop or to pay a heavy price to have the crop put in and afterwards taken off by contract. Where the price of wheat was low this meant that practically all profit disappeared. The evidence given before the Tariff Commission some time previously proved that there was a difference of from 50 per cent. to 100 per cent., and mostly 100 per cent., between the selling price of these instruments and the factory cost. American reapers and binders sold in Perth for £42 spot cash, and £51 on long terms, while a "Sunshine" harvester sold at about £80 for cash and up to £95 on terms. The Premier, in reply, said he agreed that the present system of supplying agricultural machinery to the settlers was unsatisfactory. If he were to farm successfully, a farmer must have some £240 worth of implements. Last year something like £83,000 worth of agricultural machinery was imported, while only some £20,000 was spent locally. He would look into the matter with a view to ascertain whether the position could be remedied, although his suggested solution of the problem might not be on the lines favored by the deputation. It might, for instance, be possible for the Agricultural Bank to advance money to the settler so as to enable him to pay cash for any machinery he required, provided these machines were made locally. — Australasian Hardware and Machinery.

A reputation once broken may possibly be repaired, but the public will always keep its eyes on the spot where the crack was.

Frost & Wood Champion Drills

High Wheels
Broad Tires
Light Draft
Accurate Feed

Some points that distinguish Frost & Wood Drills from others :—

1. Our lines are fitted with ball bearing hubs; these hubs are the same as used on Bicycles, Automobiles, etc., are absolutely dust proof and cut out a great deal of friction (that means decreased weight and draft).
2. **The whole bearing will outwear the plate and the machine itself.**

Write us for Agency Prices and Terms.

THE Frost & Wood Company LIMITED.

Winnipeg, Regina, Calgary.

Disc or Moldboard Plow.

Shall I buy a disc or moldboard plow? This is a question frequently asked by the farmer. The condition under which the plow is expected to operate must help to answer it, says Professor H. M. Bainer of Colorado Agricultural College.

All farmers are acquainted with the moldboard plow and know how to operate it to the best advantage. The disc plow, on the other hand, is a newer invention and has not been used so extensively. It is harder to operate successfully and, for that reason, has not given the general satisfaction which should be obtained. The use for the disc plow, however, is gradually growing, and in a few years it will have almost as large a place, especially in the western states, as the moldboard plow.

Under similar conditions the disc plow is of a lighter draft, but this difference is not so much as is often claimed by the manufacturers. Rolling friction makes it pull somewhat easier than sliding friction. Because of the rolling motion of the disc and its cutting effect, it is not so likely to clog as the moldboard plow. What the disc cannot cut it will roll over.

The disc is capable of plowing ground that has become too dry and hard for the moldboard plow. It can also be used where soil is so sticky that the moldboard will not clean. This is oftentimes of much value, for, by its use it is not necessary to depend on the rainfall to keep the soil just right for cultivation, but with the disc it may be turned over in almost any condition, and thus permit the seed to be sown at the proper time.

For humid sections and irrigated land the moldboard plow must be considered superior. Under favorable conditions for plowing, where the soil is not too wet or too dry,, the moldboard plow pulverizes and turns the soil more satisfactorily. It also handles sod to better advantage.

To do the same amount of work the disc plow will require very little sharpening compared to the moldboard plow. This makes the running expenses of a disc very much less than that of a moldboard.

The diameter of the disc should not be too large. A 24-inch disc for general use is to be preferred to one of a larger diameter. The 24-inch disc will pulverize the soil more than a 28 or 30 inch one. The draft is a trifle more on the smaller one, but the difference is more than made up by the class of work it is able to do.

The disc should not cut too wide a furrow. It is better to use two discs 24 inches in diameter each one cutting eight inches in width than to use a 30-inch disk cutting fourteen or sixteen inches in width. Taking a narrow furrow tends to make the bottom less corrugated.

Plowing the same ground year after year with the disc does not keep it in so good a condition as if plowed with a moldboard plow.

The moldboard is generally considered best for humid and irrigated sections when the soil is in perfect condition, and the disc plow for gumbo, sticky soil and for dry or semi-arid sections.

Work for the Man You Work for.

Here's a good thing Mr. Dealer to hang on your door: "If you work for a man, in heaven's name work for him. If he pays you wages which supply you your bread and butter, work for him, speak well of him, think well of him, stand by him, and stand by the institution he represents.

I think if I worked for a man I would *work* for him. I would not work for him a part of *his* time, but all of *his* time. I would give an undivided service or none.

If put to a pinch an ounce of loyalty is worth a pound of cleverness.

If you must vilify, condemn and eternally discourage, why resign your position and when you are outside *damn* to your heart's content. But I pray you, so long as you are a part of an institution do not condemn it. Not that you will injure the institution; not that, but when you disparage the concern of which you are a part, you disparage yourself.—Elbert Hubbard.

Out at the Manitoba Agricultural College a new building, 100 feet square, three stories high, of brick and cut stone has been erected for machinery purposes and will be known as Machinery Hall. The new structure is certainly a credit to the institution. Samples of the various plows, binders, seeding machines, etc., are being installed. There will be a special department in connection where students may be educated in blacksmithing and the general principles of machine shop practice.

The Efficiency of Labor.

Technical education is one of the greatest necessities of the present day if efficiency of labor is to be maintained. Its need has been felt for years past and the demand for Government adoption of such a policy is becoming more and more insistent as time goes on. The progress of the public school manual training idea has proven the value of such education. One of the strongest arguments in its favor is contained in the following able editorial which recently appeared in the columns of the Iron Age:

"The gravest evil from which this country is now suffering, graver by far than the exaggerated dangers from monopolies or from freight rebates, is the decline in the efficiency of labor. It finds expression in slouchy work on the part of those who know how to do better, and poor work on the part of those who have never been taught or are incapable of learning. To the more serious defect of lowering quality is added the troublesome feature of lessened quantity. It is a curious fact that the one question above all which is uppermost in the minds of manufacturers and other employers of labor, and which is privately discussed by them with helpless iteration, is so rarely touched upon in public utterances. The hope of developing some remedy is the only consolation to the employers of labor when they face the prospect of a decline in the volume of business.

"There has been an extraordinary demand for labor of all kinds. So far as that has raised wages and directly increased the cost of production employers have had no grievance, although it is a troublesome and difficult matter to carry them back to the normal level Manufacturers know that prices for their products usually decline more rapidly than the labor cost, and must be willing to face that contingency. The laws of supply and demand never operate so promptly in the one case as they do in the other.

"As for the quantity of output of labor, that, too, responds fairly well, when the demand for labor declines. The process of weeding out the lazy and the inefficient begins promptly, and it may be accepted as a general fact that few managers have not thoroughly examined their rolls with a view toward making their selections. The percentage, usually, will be small, but the moral effect is quite out of proportion to the numbers. During the past two years the knowledge that a job was waiting for any man who was willing to take it has had a demoralizing erect upon all labor throughout the country. The fact will be firmly realized soon that steadiness, reasonable industry and a few necessary measures of discipline are primary conditions for employment, and that simple application for work is not the only qualification.

"There is every reason to hope, too, that a lessened demand for labor will be reflected in better quality of work, although in that respect deeper causes have been operative than temporary high pressure of production. The effect of leveling down which has been the curse of the labor unions cannot be so quickly eradicated. It is true that the concentration of industry into larger units tends to deprive an individual workman of the hope of starting on his own account, and the necessity for preliminary scientific and technical training is closing him out of the ranks once open to him of managers and superintendents. It is further true that in the days of an extraordinary demand the manufacturer has often permitted or even encouraged some sacrifice of quality for the sake of quantity. But granting that all these factors have been at work, there remains a residuum of wretched work which must be directly charged to the spirit in which labor is facing its tasks. It almost seems as though the hard school of adversity can alone bring back a realization of the fact that the world owes a living only to those who deserve it."

Paddy's Choice.

"Smoking on the car?" exclaimed the disgusted woman, as Dennis Flaherty, with his short-stemmed pipe, took a seat beside her.

"Oi am!" rejoined Dennis, between long and determined puffs. "And av ye don't loike ut, go wan up froont. These sates is resairved for smokers."

"If you were my husband I'd give you poison."

"Would ye, now?" (Puff, puff.) "Oi think, av ye wor me woife"—puff, puff,—"Oi'd take ut."

Future Military Supremacy.

Some authorities have advanced the idea that disarmament of nations will be more speedily brought by the perfecting of dirigible airships than by any other means. On first consideration the proposition looks good. We have come to the conclusion, however, that the means claimed will not bring about the end desired. Armaments will simply take another form, viz., the equipment of airships with engines of destruction, while navies, armies, fortifications, etc., will be rendered practically obsolete. No, the nations have not yet reached that stage of civilization when they are ready to "beat their swords into plow-shares and spears into pruning hooks." Military supremacy of the future rests with the nation that has the most perfect fleet of airships and the most powerful engines of destruction for their use.

Nature's Undeviating Law.

It is said that nature is our best teacher and that the law of nature is the survival of the fittest, therefore as soon as we go contrary to this law the penalty is dissolution. Onr readers know that the mighty Roman empire lost its "fittest" men in the wars, and that it fell to pieces because of the survival of the "unfit."

The law of the "fittest" works in the retail warehouse, in the store, in the jobber's establisnment, in the factory and in governments. Just as soon as the "unfit" is pushed to the front in your business nature grabs her pencil and goes to work composing the obituary. When the "fit" are sent forward she gets her engrossing pen and commences a eulogy.

To surround yourself with the "fittest" in help and in goods determines your ability as a business man. It is the first law of permanent and successful business. To ally yourself with the "unfit" is to waste your time, your energy, to invite disappointment and eventually failure. When the "fittest" man picks his help carefully, and puts them to work selling what in his opinion is the "fittest" line there is nothing but success in sight. Always get the "fittest" in everything.

FRAZER AXLE GREASE.

DEMAND THE OLD RELIABLE
FRAZER
AXLE GREASE
THIS IS JUST WHAT I SHALL DO AFTER THIS
MY FRIEND! YOU SHOULD USE FRAZER AXLE GREASE
TRADE MARK
SOLD EVERYWHERE
WILL WEAR TWICE AS LONG AS ANY OTHER
TRY IT!
USE THE BEST
TAKE NO OTHER

Not affected by Heat or Cold. Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY **FRAZER LUBRICATOR CO.,**

FACTORIES: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents

WINNIPEG, MANITOBA.

Central Business College

WINNIPEG, MAN.

Write for Catalogue.

LLOYD'S

Handy Low-Down Suspension Spring Wagon Seat.

The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market.

Order your wagons without seats and order your seats from us. By so doing you will make more money and give better satisfaction. Farmers will choose this seat in preference over any other every time.

Write for quotations at once to

Wawanesa Wagon Seat Co.,

WAWANESA, MAN.

CORRUGATED IRON

Galvanized, Rust Proof Made from very finest sheets, absolutely free from defects.

Each sheet is pressed, not rolled, corrugations therefore fit accurately without waste. Any desired size or gauge, straight or curved.

LOW PRICES—PROMPT SHIPMENT

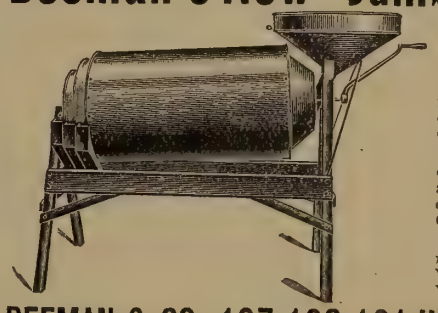
Metallic Roofing Co., LIMITED

Manufacturers

TORONTO & WINNIPEG

Western Canada Factory; 797 Notre Dame Ave., WINNIPEG.

Beeman's New "Jumbo" Grain Cleaner



Guaranteed capacity on wheat 100 bushels per hour.

Just the machine for Cleaning **Grain for Market** on account of its large capacity and an absolute necessity in Cleaning **Grain for Seed.**

The "Jumbo" is sold on a guarantee to do **better work and more of it** in all kinds of grain and seeds than any other cleaner. This is why the "Jumbo" Cleaners are so easily sold at a good profit.

We give exclusive sale to dealers and do not sell farmers where we have an agent. Why not sell the farmers what they want? Write today and secure the agency.

BEEMAN & CO., 127-129-131 Higgins Ave., Winnipeg, Man.

FARMERS CAN INCREASE THEIR CROP

50 per cent. in 1909

20 Wheels. Weight 2200 Width 10ft.

By using a

BRANDON SUB-SURFACE PACKER

24 Wheels Weight 2560 Width 12ft.

Send for Catalog

Send for Agent's Terms.

In the IMPROVED BRANDON SUB-SURFACE PACKER we have a tillage tool that should be in the farm equipment of every farmer and on sale by every live dealer,. Its V shaped wheels or discs penetrate the soil deeper and pack the sub-surface more firmly than any other machine in the world to-day. It is constructed in two sections, thus enabling it to conform to uneven snrfaces and its interchangeable bushings make it a machine that will last the farmer a lifetime. Sub-surface packing is a method of tillage that every farmer and dealer in the West should investigate. We can tell you about it if you will but write us.

Address— THE BRANDON MACHINE WORKS CO., Limited, BRANDON, Manitoba.

Calgary.

Mr. J. A. Latimer, manager for the Cockshutt Plow Co., has been out over the territories considerably of late.

Mr. J. A. Brookbank, manager of the International Harvester Co., was a business visitor to Edmonton and other northern cities during November and December.

Mr. J. Adams, vice-president of Adams Wagon Co., at Brantford, Ont., accompanied by Mr. E. A. Mott, of Winnipeg, recently spent a few days in Calgary on business.

Mr. H. W. Hutchinson, general manager John Deere Plow Co., of Winnipeg, was a visitor in Calgary since our last letter. He enjoyed his trip and is satisfied with Alberta's business the past year.

Mr. H. A. Dunn, manager for the John Deere Plow Co., was one of Calgary's men to visit Edmonton and intervening parts recently. At the same time might be mentioned Messrs. E. M. McCammon, manager J. I. Case Co.; and W. E. Hall, general agent Frost & Wood Co., who were also in Edmonton early in December.

Mr. J. Malcolm, who has had charge of one of the Alberta blocks for the International Harvester Co. for some years, has been transferred to British Columbia and will have charge of that province for the company. Mr. P. O. Vaught, who has looked after their British Columbia business for some time, will take charge of one o the Alberta blocks.

Mr. O. S. Chapin, the well-known implement man, and proprietor of the Chapin Co., jobbers in threshers and gasoline engines, is taking a well earned holiday. Accompanied by Mrs. Chapin he left on Dec. 2nd for an extended trip to Honolulu and Pacific points of interest, and will probably be away six or seven weeks. He will have a splendid trip,and, even though it may be unnecessary we desire to wish both Mr. and Mrs. Chapin the best of good times while away.

The regular monthly meeting of the Alberta Wholesale Implement and Carriage Dealers' Association was held on Saturday evening, December 5th at the Dominion Hotel. As usual, the dinner was served before the business was brought up—and there was a large attendance of members and visitors. Some very important matters were discussed including the necessity for having a lien law similar to the other Canadian provinces, and plans for obtaining same were discussed.

The Canada Cycle & Motor Co. have found it necessary to establish a branch here in order to take care of their growing business in this territory, and have appointed Mr. Frank Harris, formerly of London, Ont., in charge. This gentleman is well versed in conditions in this province having represented the company here as a traveller for the past two years. Mr. J. R. Marlow, sales manager of the company at Toronto, was up superintending the opening of the new branch. It is the intention of this new firm to conduct a vigorous campaign through this territory on behalf of their goods.

Mr. L. Hartshorne, manager of the American Abell Engine & Thresher Co. of Winnipeg, was in Calgary during the past month closing arrangements for increasing the company's quarters here. Owing to the great growth of their business and the splendid outlook for the future the company have found it necessary to seek more accommodation, with the result that Mr. Hartshorne closed a deal with Cushing Bros. for the leasing of their old building on 1st Street and 12th Avenue, west. The building will be stocked with machinery goods, and a sufficient supply will be constantly on hand to take care of all emergency demands. Mr. P. A. Scott will be manager for the company in this territory. Mr. Hartshorne was well pleased with the results of his trip.

Conditions in Alberta continue to be "good." Weather keeps fine and not cold, threshing is practically completed over the whole territory, and only for the one "fly in the ointment" that of lack of cars to move the grain, the conditions would be almost ideal. The railways are not beginning to adequately supply the demand for cars and hundreds of thousands of bushels of grain could be shipped immediately from practically every station and siding in central and southern Alberta were cars obtained. Nevertheless, during November 778 cars of grain were inspected at Calgary alone, compared with 557 in 1907, and the result is, that collections are still very very much better than a year ago. Owing to the car shortage, however, collections will extend easily two or three months longer than they otherwise would have done.

Barn Roofing

Fire, Lightning Rust and Storm Proof

Durable and Ornamental

Let us know the size of any roof you are thinking of covering and we will make you an interesting offer.

Metallic Roofing Co.
Limited
MANUFACTURERS
TORONTO and WINNIPEG
Western Canada Factory
797 NOTRE DAME AVENUE.
15A Winnipeg

Conventions and their Value.

Before our next issue appears we hope to be in possession of such information that we may make an announcement to the trade regarding the convention of the Manitoba Retail Dealers' Association, which was announced at Fair time would be held in Winnipeg during Bonspiel week. We understand that negotiations are now going on with respect to the arrangements, and should they be satisfactorily consummated we believe that it should be to the advantage of every implement dealer in the country to attend.

The convention is a fine thing. It brings a man among men engaged in the same line of business as himself. It gives him an opportunity to grasp new ideas that have proven successful with other dealers. It broadens his mind and gives him an opportunity to discuss vital topics with other men similiarly interested. We reproduce herewith an article on conventions and their value, taken from Implement Age. Right to the point it goes and is well worth the perusal of our readers. It says:

"Dealers' conventions will be much in evidence during the next few months, and almost every dealer in the West will have the opportunity to attend some convention which will be held comparatively near at hand.

In the matter of trade associations every dealer should be a 'jiner'; and when convention time rolls round he should not stand upon the order of his going, but should go.

It is a fact almost entirely overlooked that the condition of a dealer's business depends almost altogether upon the state of his mind, the ideals, the ambition of the dealer himself.

His mind, as a general thing, is the great determining factor; and the town, the location, the business building, are mostly minor considerations.

If the dealer has an inexhaustable supply of impelling ambition; if he is endowed with sustaining energy; if he thrills with unquenchable enthusiasm, his business is bound to grow. Obstacles he will encounter in plenty, but they will go down before the mighty forces the man brings to bear upon them.

If the town, for instance, should be small and lifeless, the ambitious dealer will annex a section of surrounding country and makes it a tributary to his business.

For it is the experience of the world that one of the hardest things to keep down is an ambitious man. Genius oft resides in garrets, but ambition usually sits in the courts of kings.

The dealer who cultivates his ambition is developing something which may enable him to grasp opportunities which are now invisible.

Trade conventions are gardens where ambitions are planted and grown. They broaden the dealer, develop his faculties, point out his opportunities. They are of great value to the dealer who attends them with the firm resolve to obtain all the benefits they will yield him.

He will listen to addresses and prepared papers which represent the best thought of the most progressive dealers. To an outsider these addresses might seem dull indeed, but to the ambitious dealer they thrill and vibrate with intense interest; for they will abound in hints and suggestions which, if followed up and acted upon, will result in the decrease of expenses and the increase of business.

Between sessions the dealer will converse with his fellows, and if he directs the conversation to business subjects he will obtain valuable points on such subjects as how best to advertise; how to meet mail order competition; how to collect diplomatically; how to calculate costs; what side lines to handle, and a score of live and vital subjects.

At the banquet he will learn the value of co-operation and of united action; he will feel his heart respond to the appeals for real fraternal fellowship, and he will catch the quicker step of the business world that is accomplishing such grand results.

The influence will be helpful, inspiring, uplifting; and the benefits will repay a hundred-fold for the time and expense of attending the convention.

The Right Kind of
Binder Twine

Our Four Brands

GILT EDGE 650 ft Pure Manilla
SILVER LEAF 550 ft., Standard Manilla
GOLD LEAF 600 ft., Manilla
MAPLE LEAF 500 ft., Standard

ROPE and CORDAGE of all kinds.

Specially Treated and made INSECT-PROOF.

R In the quality of materials
I In every process of manufacture
G In the length, uniformity and strength
H In the sack that holds it
T In the serviceable machine-laid rope used for tying the bales

Every Bale of Finished Twine is solid value.

Not one ounce of paper or other waste material.

Do not be persuaded that other Twines are just as good.

A Careful Examination and Comparison with other Brands will convince you.

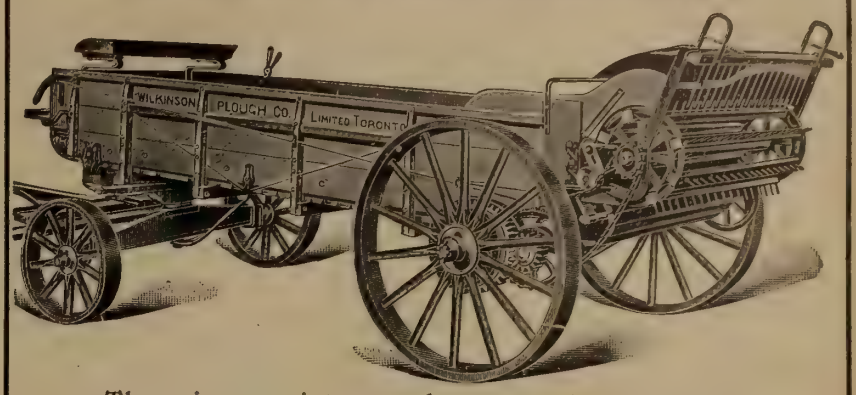
Full Length and Strength.

Every Ball Guaranteed.

The BRANTFORD CORDAGE CO.
LIMITED,
Brantford, Canada.

Western Representative
JNO. R. FIRTH,
289 Simcoe Street WINNIPEG.

MANURE SPREADERS



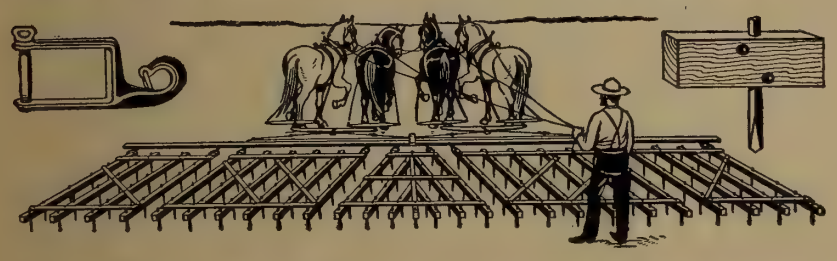
There is more interest taken every day in Manure Spreaders, and the Great Western Endless Apron comes in for its share of attention by the farmer.

Of course there is good reason for this. The machine has proved itself the leader in every particular for years past.

It has light draft—because the wheels track.
It has larger capacity for the same money.
It has an Endless Apron—always ready to load.
Nothing can fall through the bottom.
Adjustable to spread two loads or twenty to the acre as required.
Every part strong and well made. Breakages nil.
Investigate this machine further and you will find it will pay you to handle

THE GREAT WESTERN
MADE BY
The Wilkinson Plow Co. Ltd. Toronto
The STEWART-NELSON Co. Ltd.
General Agents Winnipeg.

Watson's Boss Wood Harrows



Made of seasoned oak—Two Rivets at every tooth.—Malleable draw clevis—Correct in design and well finished. They are better and different from others, that is why there are more of them sold in Western Canada than all other makes.

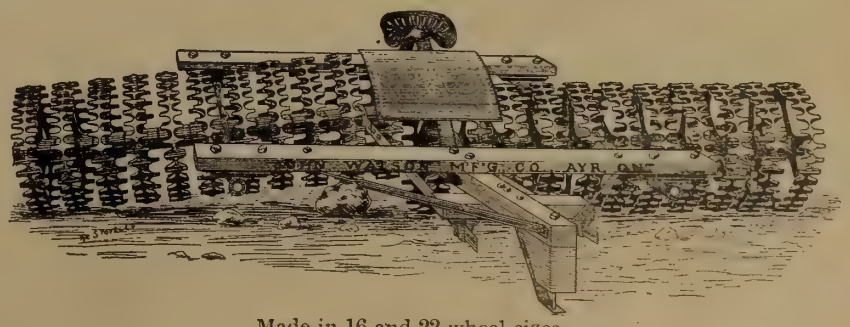
Our Pulverizers get the Trade

because of their flexibility and perfect design they do more and better work with less power than any others.

The Watson line includes the following trade getters :

Feed Cutters, Grain Grinders, Roller Crushers, Wood and Pole Saws, Bevel Jacks, Warehouse Trucks, Wheelbarrows, Horse Powers, Whiffletrees, Light Delivery Sleighs, Watson's Ideal Farm and Bush Sleighs, and the Watson All-steel Channel Harrows.

Write for particulars.



Made in 16 and 22 wheel sizes.

John Watson Mfg. Co. LIMITED. **Winnipeg.**

The Jobber in the Commercial World.

Throughout the world, but possibly more especially in Western Canada than elsewhere, the jobber is one of the principal factors in modern commercialism. The country has not yet reached that stage in its development when manufactories commence to spring up here and there within its confines, so that business is almost exclusively transacted through the medium of jobbers or wholesale dealers. It is an acknowledged fact that dealers in Western Canada prefer to do their business with jobbers than direct with the makers. The latter are situated so far from the actual conditions that it is frequently very difficult for them to understand them. Then in the matter of freights, etc., it is so much easier to figure charges from the centres of supply in the West, while in the case of buying goods made on the other side the dealer has no trouble in figuring the duty.

Jobbers have always been conspicuous figures in the commercial affairs of the civilized world, and so far as is possible to look into the future, we may still see them important factors in commerce so long as civilization shall last. In the earliest times, as recorded in both sacred and profane history, we find the jobber suiting himself to the conditions of the period. In Genesis it is recorded that a company of Ishmaelites came from Gilead with their camels bearing spicery and other articles, says a writer. These goods, carried across the desert sands, were distributed among the retailers. The early Egyptian civilization had its jobbers, who were men of mark in their community. Later in Greece, in Rome and Carthage, and all other civilized countries the wholesale dealer appears as a historical figure of great commercial importance. He was a distributor. He was something more than this, for it was a part of his business duty to seek out from all quarters of the civilized and known barbaric world goods for domestic and export distribution.

Times have changed. So has the jobber. Instead of sending his men over the hot desert sands on the back of camels to distribute goods, he sends his men out today in luxurious sleeping cars to take orders for goods that follow in fast freight trains or go by faster express. He touches a telegraph wire in Winnipeg for a train load of goods to be loaded at the factory a thousand miles or more away. He does not have to go on long and tedious journeys to look for goods to distribute. He may sit in his office and order from every quarter of the globe. The fast mails, the telegraph and the telephone, together with fast trains and fast boats to all parts of the world, have had their influence on the business of the jobber.

No class of business men at any time in the world's history have been quicker to seize upon improved methods and appropriate them to their use than the jobber. It has ever been their plan to get goods at first hand in large quantities, in the quickest time possible. To do this it has been necessary to anticipate values months before hand; to anticipate demand and general conditions. Because his margin of profit is small, he must needs judge accurately and avoid waste of energy or loss of goods. To get goods on time, to get them at the lowest market price and to get them moved from distant points at the smallest possible cost is an important part of the jobber's business. It is his trade to know when and how to do these things economically. The machinery for this branch of his business changes from time to time, and he feels it necessary to keep everlastingly at it in order that it shall always be in good repair and work smoothly.

In the matter of distribution, the jobber must create and maintain a most complicated and expensive machine, of which all the parts must move in harmony. To sell and distribute his goods at the least possible cost, and to deliver them in the quickest possible time and in the best condition is the work of the machine. Opportunity for small leaks and losses mount into sums representing a handsome profit. These must be saved, and in order to save them the jobber must keep a constant and watchful eye on his business affairs.

In short, because the jobber has created and maintained a perfect business machine for receiving, selling and distributing goods economically, he has a firm place in the commercial world of today.

Make sure of seventy-five per cent. of your outstanding paper before February 1st.

New Gas Engine Manual.

Among the latest publications in the technical world is Audel's Gas Engine Manual, published by Theo. Audel & Co., of New York. For a long time there has been need for a practical work on the subject of gasoline, gas and oil engines, and this volume comes forward at a most opportune time. It is very completely illustrated with fine halftones and numerous diagrams, and these enable the average reader to get a grasp of engine construction and operation not easily secured in any other way. The work consists of over five hundred pages and is very handsomely bound in cloth covers. The price is $2.00 each. We will be pleased to forward the order of any dealer desiring a copy.

The First to Hand.

The Dominion Carriage Co., of Toronto, manufacturers of the "Maple Leaf" line of vehicles, are distributing a very nifty reminder of the New Year among their friends and customers. It is a calendar, the central figure of which shows a girl, of possibly sweet sixteen, driving a handsome roadster, hitched to a stylish "Maple Leaf" trap. The coloring is in sepia and gold bronze, which results in giving the picture a different appearance when viewed from different angles. We appreciate the company's kindness in remembering us, and are sure that they will be glad to forward any dealer a copy on request. We would appreciate it if all dealers would mention our paper when writing them.

Self-reliance is the foundation of all success.

The greatest curse that can befall a young man is to acquire a habit of leaning.

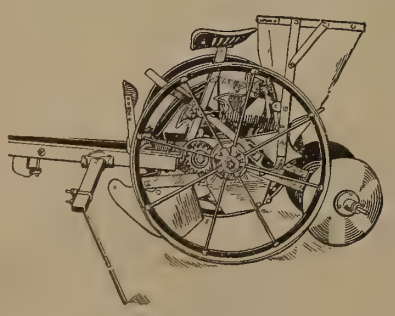
Unless you have something the public want, and which they cannot secure elsewhere, you have got to go after their trade.

The door to the temple of success is never left open. Every one who enters makes his own door, which closes behind him to all others.

ASPINWALL POTATO MACHINERY

Has stood the Test of Time

Machines with a Pedigree and the most perfect for the purpose in the world.



Our Planter does not require **two** persons to operate it. No fingers cut or bruised in feeding. No change of pickers for different **distance** of **planting** or **size** of **seed.**

No. 3 Potato Planter.

STOCK CARRIED IN WINNIPEG.

Write for 1909 Catalogue.

Aspinwall Mfg. Co.,

Canadian Factory: GUELPH Ont., Can.

404 Sabin St., JACKSON, Michigan, U.S.A.

WANTED

Two Traveling Salesmen

Must have experience in our line and, come well recommended.—Ontario Wind Engine & Pump Co. Winnipeg.

EMERSON FOOT-LIFT IMPLEMENTS

Easiest for the dealer to sell because easiest on man and beast in actual use. Emerson plows are easier handled, lighter draft, and more durable than others. Emerson dealers know the reason. Do you?

Our Other Lines Handled:

Hillborn's Flexible Pulverizers

Indiana Road Graders

Stump Pullers

Diamond Grinders, and

Tudhope Wagons

The

Tudhope Carriages and Buggies

Made by the Tudhope Carriage Co., of Orillia, Ont., are, of course, handled by us—as also

Trucks

Made by the Dominion Wrought Iron Co, of Orillia.

Get our Proposition before you Contract for 1909.

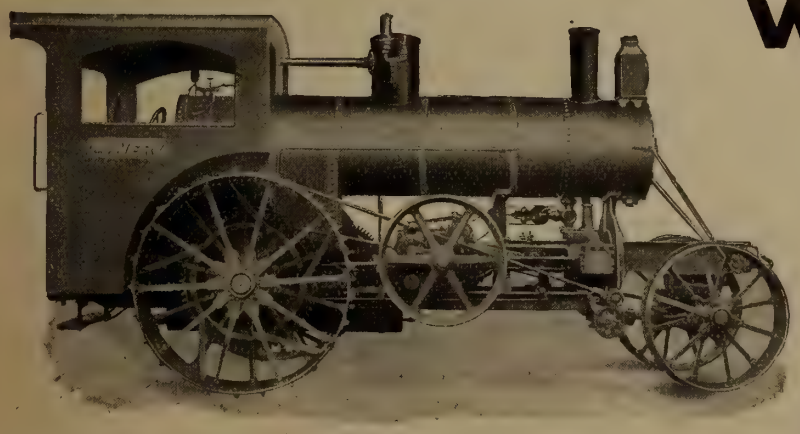
TUDHOPE, ANDERSON & CO., Limited,

WINNIPEG CALGARY

We Led Them All in 1908

We'll Lead Again in 1909

WHY?



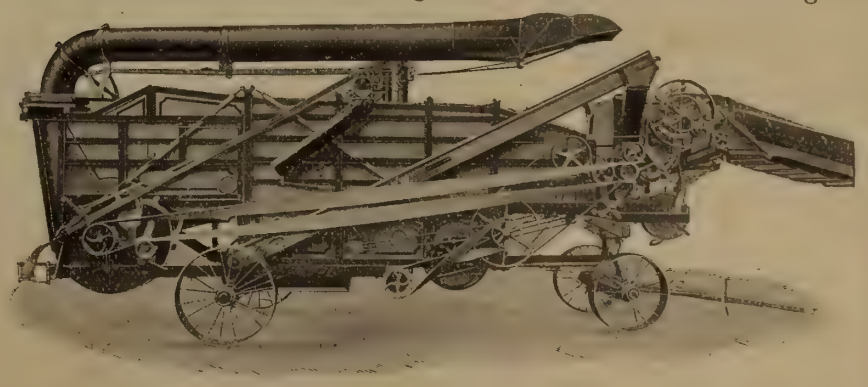
Because Avery "Yellow Fellow" Separators as money makers for the dealer, and profit earners and grain savers for the farmers are not only hard to beat but hard to equal.

Because our proposition to dealers is the best of them all.

WRITE FOR OUR LATEST CATALOGUE

Because the Avery return flue single cyclinder engines are always in the lead when fuel used, repair bills, easy firing and smooth running are considered. Made in 16, 20, 25 and 30 h. p. sizes.

Because the Avery double undermounted engine is built for pulling, and it actually delivers a greater amount of pulling power at the drawbox than other engines rated at the same or even higher



Avery Company, Peoria, Ill. U.S.A.

HAUG BROS. & NELLERMOE CO. LTD., Canadian Jobbers

WINNIPEG

This Canadian Factory Making Splendid Progress.

While Mr. C. L. Messecar, manager of the Brantford Cordage Co. of Brantford, Ont., was in the west recently we had the pleasure of interviewing him. He was up here for the specific purpose of looking into conditions in this territory and in order to conclude other arrangements for the transferring of their goods here.

Mr. Messecar stated that he was delighted with last season's trade, which evidenced the fact that the "Maple Leaf" brands of binder twine made by his company are increasing in popularity among the twine users of the country. Speaking of this he said: "Our twines are meeting with favor wherever they have been introduced. As proof of this it is only necessary to say that we have had to double our factory capacity within the past four years. With this enlargement of our plant we have installed the very latest machinery for binder twine manufacture until now we have one of the finest plants in the world for the production of this commodity."

"What is the most important piece of machinery you have installed the last few years?" we asked. "Well, I don't just exactly want to say which is the most important," said Mr. Messecar. "All are interdependent, and each has its particular function to perform in turning out a product of general excellence. However, if a special machine were mentioned it would be one which we call our 'silent inspector.' This is a special device which we invented and patented. It serves to remove from every foot of our twine any heavy swells, tow bunches, or other objectionable features, and consequently results in producing a twine of the very highest quality."

"It is our opinion, said Mr. Messecar, "that Canadian dealers and farmers are becoming more disposed to favor goods made in this country, but we are not depending on that for business, preferring to rely upon the quality and uniformity of our twine to build up and increase our trade. All our twine is tested daily for length, evenness and strength, and all our tests are filed and submitted to the Dominion Twine Inspector. Every one of our departments is under expert supervision and the greatest care is taken in the manufacture of the four Maple Leaf brands of twine."

The Brantford Cordage Co. have completed arrangements for warehousing and distributing at Winnipeg, Brandon, Regina, Saskatoon, and Calgary, so that dealers can depend on prompt shipments. Enquiries for information and literature should be addressed either to the head office of the company at Brantford or to Mr. John R. Firth, 289 Simcoe street, Winnipeg, the latter being Western representative of the firm.

MR. C. L. MESSECAR
General Manager of the Brantford Cordage Co., Brantford, Ont.

FIRE, LIGHTNING, RUST AND STORM PROOF

SIMCOE, ONT., April 9th, 1908.
"We have handled your 'Eastlake' Shingles for nearly a quarter of a century. They have been on the Court House, Free Library, and other public buildings of this town for 18 years. We have used very large quantities during the past 25 years, and they have always given first-class satisfaction, and have never required any repairs."
(Signed) MADDEN BROS.,
Tinsmiths and Hardware Merchants.

Write for Booklet.

The Metallic Roofing Co.,
Limited, Manufacturers
TORONTO & WINNIPEG
Western Canada Factory
797 NOTRE DAME AVE.
49 **Winnipeg.**

Brandon.

Mr. N. A. Brady, of Reston, Man., was a visitor to the Wheat City since my last report.

Mr. J. C. Litster, of the travelling staff of the Frost & Wood Co., Winnipeg, was in town recently in the interests of his company.

Another implement man who visited the town since the beginning of the month was Mr. S. Kelly, of the firm of Merrill & Kelly, Souris, Man.

Mr. J. E. Ruby, western manager of the Frost & Wood Co., was in town for a day on his return from a visit to Regina and other points west of here.

Sales of cutters and sleighs are most disappointing owing to the fact that up until this writing there has not been a sufficient fall of snow for sleighing.

Mr. R. Sylvester, president of the Sylvester Bros. Mfg. Co., of Lindsay, Ont., and Brandon, who spent three months here, returned home about the beginning of December.

Mr. J. P. Minhinnick, late manager of the Frost & Wood Co. at Calgary, and who has been transferred to Winnipeg was a visitor to the Wheat City a short time ago.

Mr. E. A. Mott, western manager of the Cockshutt Plow Co., Winnipeg, was through Brandon on a visit to Regina and other points west a short time ago. He was very well satisfied with the business his firm secured in this district during the past season.

Brandon was again favored as a meeting place, the convention of the Union of Municipalities being held here since my last budget. There was a large and representative attendance and many vital questions respecting municipalities were discussed.

Mr. D. S. Carnahan, implement dealer, of Virden, Man., made us a very pleasant call the early part of December. He was pleased with the business of the past season and looks forward to a considerable increase for the next. Speaking of collections he said merchants in Virden were getting very satisfactory returns.

Mr. Thos. Addison, who was manager of the Sylvester Bros. Mfg. Co., here for several months, and his son, who was bookkeeper at this point for the company, resigned a short time ago. Mr. E. Sliter, formerly of Minneapolis, Minn., has been appointed manager and will have entire charge of the company's Western interests.

Collections have been very satisfactory up to the present, and a fair percentage of outstanding indebtedness has been wiped out. Concerns here look for considerable more to be cleaned up before the season ends. Many an old claim that has been carried for years has been paid in full this season. The trade generally are very well satisfied.

Mr. J. F. Jones, Canadian sales manager for the International Harvester Co., whose headquarters are in Chicago, was here on his first trip of inspection to their new branch a short time ago, and expressed himself as exceedingly well pleased with this new general agency. In his opinion Brandon affords an ideal location for a branch house. Mr. Jones was well satisfied with the outlook for business in this territory and considers the prospects for the Brandon branch very satisfactory.

Two Handsome Catalogues.

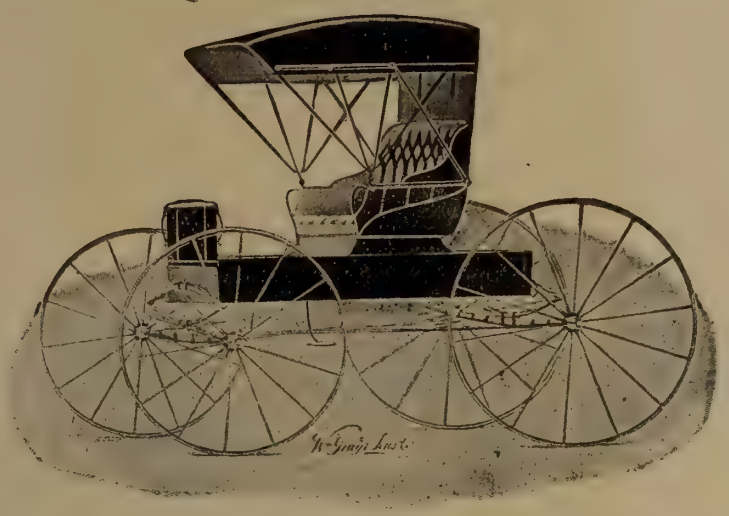
Though the Oliver Chilled Plow Co., of South Bend, Ind., have never shown any desire to get into the game in this field, from time to time we receive samples of the literature they issue. Just the other day two new catalogues, prepared especially for the trade tributary to the Portland, Ore., and San Francisco, Cal., branch houses came to hand. These are beautifully printed, while the covers of green are handsomely embossed and printed in red, gold and black.

The WM. GRAY SONS & CO., Limited

CHATHAM, Ont. **WINNIPEG, Man.**

Wish their valued Agency Staff and Friends

CHRISTMAS GREETINGS



The Auto-Seat Top Buggy

Many new styles illustrated for 1909.

Catalogues Free for the asking—Write to-day.

It pays to handle the best goods—more satisfaction—more buyers—more profits—more friends to boost your trade. Gray goods are known as "the best." Why not handle them. Let customers see the "*Gray*" name plate on the goods you are handling and the sale is assured.

We have a full assortment of Cutter goods for prompt shipment.

THE WM. GRAY & SONS CO. LTD.

WESTERN OFFICE AND FACTORY:

400 Jessie Avenue ***WINNIPEG.***

SUPERIOR, HOOSIER, KENTUCKY.

Always have held first place

There is a good reason

They meet every requirement.

Superior Disc Harrows on wheels.

Nothing like them **Work like a charm**

Send for Catalogues.

The American Seeding-Machine Co.

Incorporated

310 Ross Ave. **Winnipeg, Man.**

GRAIN DRILLS

Preferred the "Pen" to the "Peg."

A certain young man, well educated and showing business ability far above the average, and who was in the employ of one of Winnipeg's leading machinery houses, was recently arrested, tried and sentenced to five years in the Stony Mountain penitentiary for forging the name of the manager of the company to cheques aggregating something over $200. After his conviction his employer importuned him on the reason for his crime when the following dialogue ensued:

"Say, Jim," said the manager, "I am very curious to know why you have done as you have. It looks to me as though you had deliberately tried to break into the penitentiary. You had a good position with us and you knew we were advancing you right along, but notwithstanding all this you went right ahead and committed this crime. You knew what the result would be and yet you made no effort to get away. Why did you do it? It's too bad!"

Without any hesitancy the convicted forger replied: "Well, Sir, it's just like this. I was in the penitentiary for five years before coming to Winnipeg five months ago, at which time I secured my position with you, and after taking everything into consideration I came to the conclusion that I preferred to be in the 'pen' rather than live in the 'Peg.'"

For our own part we echo the statement of the old woman, who, on tackling her first and last olive said: "Well, well, there's no accountin' for some folks' tastes."

Release Indefinitely Postponed.

A doctor came up to a patient in an insane asylum, slapped him on the back, and said: "Well, old man, you're all right. You can run along and write your folks that you'll be back home in two weeks as good as new."

The patient went off gayly to write his letter. He had it finished and sealed, but when he was licking the stamp it slipped through his fingers to the floor, lighted on the back of a cockroach that was passing, and stuck. The patient hadn't seen the cockcroach—what he did see was his escaped postage stamp zigzagging aimlessly across the floor to the baseboard, wavering up over the baseboard, and following a crooked track up the wall and across the ceiling. In depressed silence he tore up the letter that he had just written and dropped the pieces on the floor.

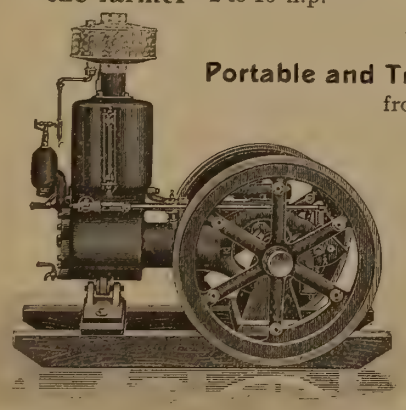
"Two weeks! H——," he said. "I won't be out of here in three years."

POWER PROPOSITIONS FOR YOU!

"Knowledge is Power" therefore **we want you to know** all about our **power machinery.**

The Canadian Airmotor
has stood the test of time—**storms** and **critics**—and stands to-day unrivalled as **the cheapest power** on the farm.

Stickney Gasoline Engines
are the acme of **simplicity, strength** and **durability**—a boy can operate them. **The engine for the farmer**—1 to 16 h.p.



We also have

Portable and Traction Gasoline Engines
from 18 to 30 h.p.

Well Drilling Machinery, Horse Powers, Feed Cutters, Grain Grinders, Saws, Pumps, Tanks, Troughs and Aylmer Standard Scales.

Get our Contract for 1909 and Increase your Sales and Profits.

ONTARIO WIND ENGINE & PUMP CO.,
LIMITED,
WINNIPEG MAN.

Annual for Sugar Beet Growers.

According to the American Sugar Beet Growers' Annual it is estimated that the amount paid to farmers of the United States for sugar beets grown in 1908 will aggregate $23,250,000. Dealers and farmers, living in Western Canada's sugar beet growing region, will find much to interest them in the above publication, which has just been published by the Beet Sugar Gazette Co., of Chicago. This work is a most creditable one and there is a vast fund of technical knowledge and practical information for the grower of sugar beets, both in respect to different methods of cultivation, implements required, and diseases that affect this crop. A fine quality of book paper is used in the Annual which serves to bring out the many splendid halftones to the very best advantage. Copies may be had in paper at 75 cents and in cloth at $1.50. We will be glad to forward all orders sent to our office.

Making Your Selection.

As we draw near the season when the giving of gifts holds sway and everybody is trying to make everybody else believe that "it is more blessed to give than receive," and almost everybody is mad at everybody else for buying them something they don't want, it seems opportune to make a few suggestions for Christmas gifts that are likely to appreciated. And so:

Hubby might buy wifey a box of soap so that he could find a piece when he wanted it.

Wifey might return the compliment by getting hubby a new axe. She smashed the other one herself.

The hired girl or the oldest daughter ought to have an alarm clock so that she can call the mistress or her mother to get the breakfast.

The sporting son ought to have a punch and should be instructed to use it on his face when he makes a fool of himself in public.

It might be well to give the pretty girl a pair of boots that would fit her. She never wore such, and the novelty would be surprising.

A piece of beefsteak, with a drop of strychnine, might be acceptable to your neighbor's dog, though it might result in a law suit if he found you out.

Mother-in-law needs a gag and now is a nice time to hand it to her.

Your competitor who cuts prices, trades in old machinery, and grants indiscriminate credits should be presented with Solomon's Proverbs. Wisdom in large doses is what he needs.

With these few hints you ought to be able to make a suitable selection.

Thoughts.

Tell me not in doleful phrases,
  Advertising does not pay,
Rich are they who fling their banner,
  Boldest to the world today.

Advertising done in earnest,
  Done with wisdom, heart and soul,
With determination sternest
  Always wins the wished-for goal.

Lives of merchants, they remind us,
  We to great success can climb,
If the reading public find us
  Advertising all the time.

Advertising with persistent
  Energy to spread the fame;
Ever honest and consistent
  In performing what we claim.

In the world's commercial battle,
  In the rivalry of trade,
We must hustle, shout and rattle,
  Ere impression can be made.

Not enjoyment, rather sorrow
  Is the certain end of those
Who are apt to let tomorrow
  Like today unheeded close.

Careless of their advertising
  Which, if penned in common sense,
Is the method, enterprising,
  That ensures full recompense.

METALLIC CEILINGS

Are ARTISTIC, DURABLE, SANITARY, and FIREPROOF
Easily applied, Cannot Crack nor Fall Off

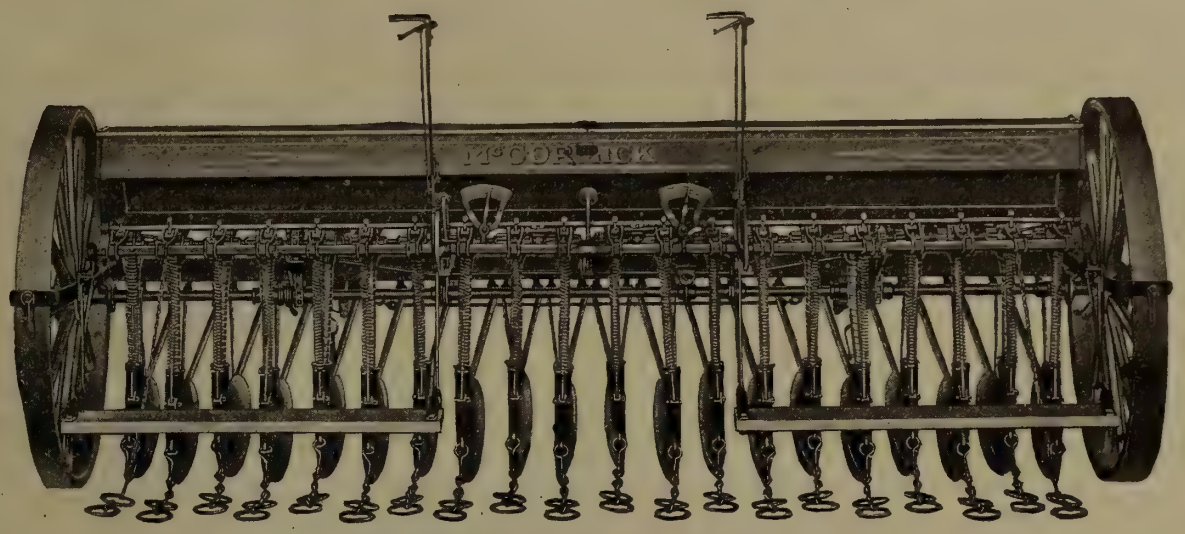
Send us a sketch showing shape and exact measurements of your ceilings or walls; and we will submit designs, estimates and illustrated booklet free.

WRITE US NOW

Metallic Roofing Co.,
Limited
Manufacturers
TORONTO and WINNIPEG
Western Canada Factory:
797 Notre Dame Ave., Winnipeg.

FROM SEED TIME TO HARVEST

On the 14-marker drills the pole can be set to one side of the center of the frame when using three horses. Foot boards are supplied with all.



McCormick Drills are made in the following sizes: 14, 16, 20 and 22 markers, 6 inches apart.

McCORMICK SINGLE DISK DRILL
McCormick drills are made in three styles—single disk, double disk and shoe

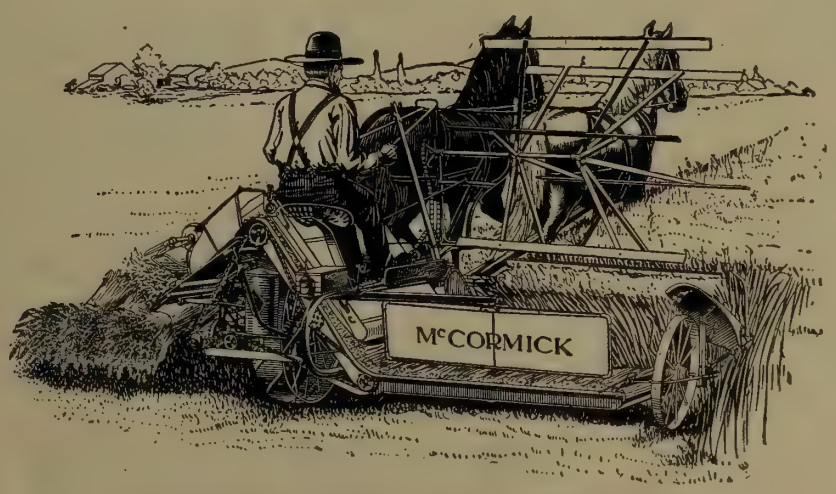
McCormick machines are in general use throughout Western Canada—and the demand for them is steadily increasing. If you handle the McCormick line you have machines to sell from seed time to harvest—machines to prepare the seed bed, plant the seed and harvest the crop. McCormick dealers do not know what a dull season means—they are always busy booking orders and making deliveries—something moving out every day, and money coming in by every post.

If you are not a McCormick dealer, now is the time to secure a contract to handle the McCormick line. In addition to binders, reapers, mowers, hay rakes, sweep rakes, stackers, side-delivery rakes, hay tedders, hay loaders, knife grinders and binder twine, if you handle McCormick machines, you will have the advantage of carrying in stock an excellent line of drills, cultivators, harrows, scufflers, gasoline engines, cream separators, hay presses, manure spreaders, sleighs and wagons—some one or more of which is seasonable every month in the year.

For full particulars relative to terms and territory see the blockman in your locality or write the nearest branch house.

Western Canadian Branch Houses:

BRANDON, Manitoba
CALGARY, Alberta
EDMONTON, Alberta
REGINA, Saskatchewan
SASKATOON, Saskatchewan
WINNIPEG, Manitoba.



The McCormick binder is the standard of quality throughout the world. Compactly and substantially constructed of the best materials, this machine will withstand the roughest usage encountered in the harvest field.

McCORMICK BINDER—5, 6, 7 and 8—foot cut.

International Harvester Company of America

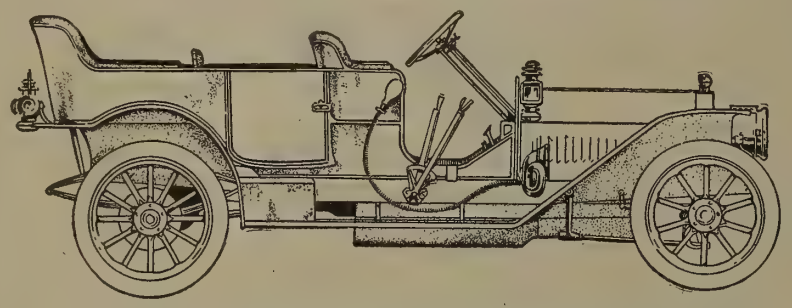
(INCORPORATED)

CHICAGO U.S.A.

The Big 4

OLDSMOBILE, Model D, 1909, 40 h.p. five passenger	**$3100.00**
CADILLAC, "Thirty" 1909, shaft drive, five passenger	**$2000.00**
REO, Model A, 1909, 22 h.p., five passenger	**$1400.00**
FORD, Model T, 1909, 20 h.p. shaft drive, five passenger	**$1100.00**

Each car tried and thoroughly tested. No experiments. Nothing made in Canada or the U.S. to compare at the prices. F.O.B. Winnipeg.



Carriages, Cutters, Carioles, Jumpers, Disc Harrows, Disc Plows, Grain Grinders, Gasoline Engines, Wood Pumps, Robes, Bells, Etc., Etc.

Write for Catalogue and Full Detailed Particulars

JOSEPH MAW & CO., LIMITED,

WINNIPEG CANADA

TWO IN ONE

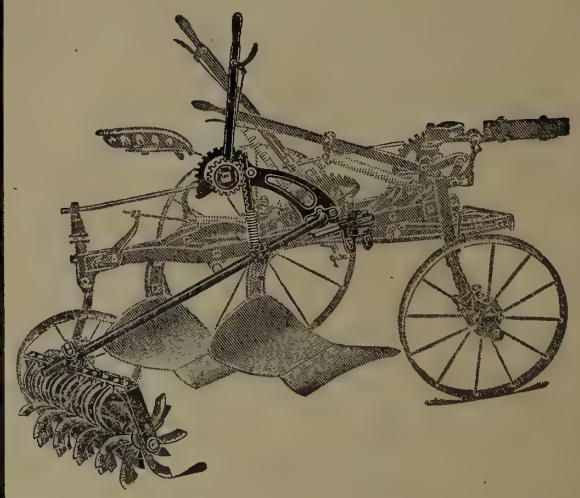
KRAMER'S

TWO IN ONE

Light Running

Rotary Harrow Attachment

FOR ALL WHEEL PLOWS



does such perfect work that it sells on sight. It levels, pulverizes and makes a mulch of the "moist soil" that is not possible after ground dries and "sets."

Draft only slightly heavier.

Our proposition to Dealers is a Cracker, — You better get it.

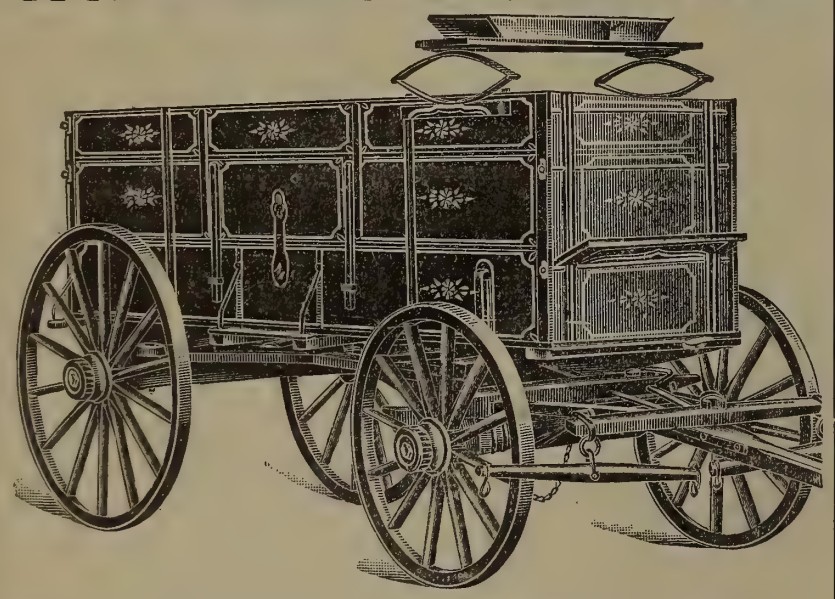
Stocks carried at Winnipeg, Regina, Calgary.
All orders filled promptly.

Write to-day for our Catalogue 26.

E. M. Kramer Co.

Paxton Ill., U.S.A.

WILKINSON WAGONS



Quality talks more in a wagon than in any other implement or machine a farmer buys. You are therefore obliged to be carefnl in your choice of one to sell him.

Get the "Wilkinson Wagon" going in your locality and you will have the trade all coming your way because you can show the "Quality" of the goods.

Bone-dry stock, the best of ironing, and workmanship such that not one flaw can be found—that is what you get in the "Wilkinson."

The wagon has earned its name

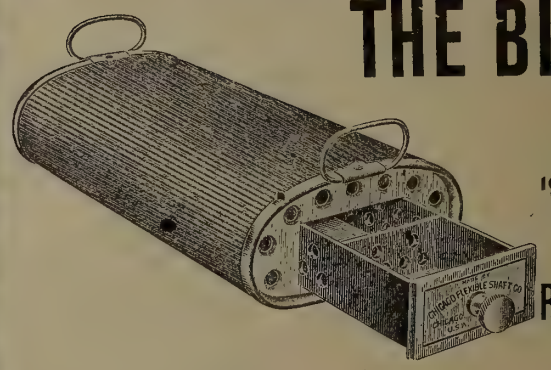
"The Light Running Wilkinson"

Isn't it worth your while to write for prices.

The Stewart-Nelson Co., Ltd.

General Agents Winnipeg

THE BIG HIT



FOR THE

1908-9 Season

is the New

Reduced Prices

on

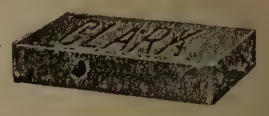
CLARK HEATERS

for carriages, wagons, sleighs or automobiles.

THE CLARK LEADER HEATER

is the best business getter in years.

CLARK COAL continues without a peer. It is in every sense the



KING OF HEATER FUELS

Write for prices. Your jobber has these goods.

CHICAGO FLEXIBLE SHAFT COMPANY,

237 Ontario Street, CHICAGO U.S.A.